

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 2, 1898.

Number 750

Save your yeast labels and tin-foil wrappers

FREE! SILVERWARE! FREE!

These goods are extra-plated, of handsome design and are made by one of the largest manufacturers in the United States and will wear five years. 25 of Our Yellow Labels, attached to original tin-foil wrappers, will procure one Silver Plated Teaspoon, and 50 of same will procure one of either, Table Spoon, Fork, Butter Knife or Sugar Spoon. For 75 you will receive one Silver Plated Steel Table Knife, and for 10 a handsome Aluminum Thimble is given.

Present labels, attached to tin-foil wrappers, at our office in this city, and receive premiums free of any charge in return; or hand labels, attached to tin-foil wrappers, to your grocer, with your name and address, and premiums will be delivered through him the following day.

Premiums cannot be mailed under any circumstances.

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

Half Light and Dark Swasey Stoneware



Finest Stoneware in the world. Our catalogue is free. We pay the freight.

If you want good stoneware get Swasey Stoneware.

Awarded 1st prize New England Fair, 1896.

Wanted a few live men to sell our goods on commission.

E. SWASEY & CO.,

PORTLAND, ME.

CANNED FRUITS

Owing to the

shortage of fruit in our State

last season, we are having an unprecedented sale on all kinds of Canned Goods.

Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low.

Look out for higher prices on Tomatoes. Ask our salesmen about those Nunley, Hines & Co.'s

Yellow Peaches.

CANNED FISH

CANNED MEATS

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

"Tis not in nature to command success, but we'll do more. Sempronius, we'll deserve it."

MUSTARD versus SAUCE.

BAYLE'S HORSERADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

FOR centuries the English have been known as great mustard-eaters—the greatest in the world. They differ from the Southern races, such as the French, Spanish, Italian, etc., in that they rank condiments higher than sauces. True, they manufacture and export sauces, but they prefer for their own use condiments, and the greatest of all condiments is mustard. The average Englishman delights in having his mustard prepared for him fresh every day.

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments.

For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

For Sale by
Wholesale and Retail Grocers
Throughout the United States.

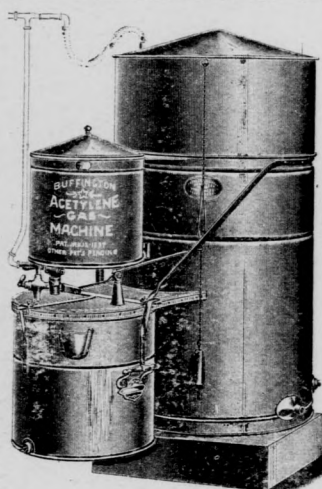
SOLE MAKER...

GEO. A. BAYLE,
ST. LOUIS, U. S. A.

Exclusive Agency

For Kent, Allegan and Ottawa counties of the celebrated

**Buffington
Acetylene Gas Machine**



The best and cheapest light in the world. Estimates furnished and contracts taken. Endorsed by the Board of Underwriters. The most complete and simplest in the market. Satisfaction guaranteed. Write for further information.

Sproul & McGurrin,

184 E. Fulton Street, Grand Rapids, Mich.

Schoolhouse Heating

This class of work, involving special attention in ventilation and circulation, is a distinctive feature in the heating business. We have attained special distinction in such construction. We invite enquiry from school boards.

WEATHERLY & PULTE
GRAND RAPIDS, MICH.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS

SOLD BY ALL JOBBERS.

G. J. JOHNSON CIGAR CO., Mfrs.,
GRAND RAPIDS, MICH.

THE "EUREKA"

SELF-LOCKING HAND POTATO PLANTERS

GREENVILLE PLANTER CO.
GREENVILLE, MICH.

RECORD:
4 ACRES AND 280 HILLS IN 10 HOURS ON 500 GROUND, MEDIUM SOIL. 2500 HILLS IN 1 HOUR ON LIGHT SOIL.

RECORD:
4 ACRES IN 9 HOURS AND 48 MINUTES, 2106 HILLS AND BOTH ON 500 GROUND HEAVY SOIL.

LIST PRICE:
"EUREKA" PLANTER, \$15.00 PER DOZ.
"PINGREE" PLANTER, 12.00 "
"EUREKA" SACK, 7.00 "
DISCOUNT
TERMS

THE "EUREKA" PATENT SEED AND FRUIT SACK

For Sale by Jobbers. Liberal Discount to Dealers.

The "EUREKA" for 1878. With Improved Tube and "Stud" Lock. As the tube is largest at the bottom, perfectly round all the way down, and free from obstructing bolt or rivet heads, it cannot clog, and as the "Stud" Lock relieves all tension on the front jaw, it cannot pick up the seed.

The "EUREKA" is 20 per cent. faster in light or mellow soil than any Stick Handle Planter made.

The "PINGREE," with "Stud" lock. The handiest, best finished and most durable Stick Handle Planter on the market.

The "EUREKA" and the "PINGREE" are the only Hand Potato Planters with Self-Locking jaws or adjustable depth gauge. As the jaws lock automatically the instant the Planter is raised free from the ground, the potato cannot drop through, nor can it force the jaws apart so as to permit the earth to enter between them and thus crowd the seed to the surface as the beak enters the ground.

Every tool warranted to work perfectly.

GREENVILLE PLANTER CO., Sole Mfrs., Greenville, Mich.

GROCERS!—Do you know that the sale of **ENAMELINE** in America is more than Double that of any other Stove Polish on Earth?
Do you know that the sale of



Enameline

The Modern **STOVE POLISH**

in Europe is more than the entire output of any other Brand of Stove Polish in America? Such is A FACT! Why? Because the consumers and the trade demand **ENAMELINE**.

Crackers Made in Grand Rapids

Are known the world over. That is, when they are stamped

Seymour

These goods are made from the best material obtainable, by the most careful process and are unsurpassed at every conceivable point.

We rest our case on quality solely.

The New York Biscuit Co.,
Grand Rapids.

Elgin System of Creameries

It will pay you to investigate our plans and visit our factories, if you are contemplating building a Creamery or Cheese Factory. All supplies furnished at lowest prices. Correspondence solicited.



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturers and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102 Majestic Building, Detroit, Mich.

Personal service given all claims. Judgments obtained without expense to subscribers

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 2, 1898.

Number 750

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

L. J. STEVENSON, Manager,
R. J. CLELAND, Attorney,
411-412-413 Widdicom Building,
Grand Rapids, Mich.

THE
Grand Rapids
FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres., W. FRED McBAIN, Sec.

The Preferred Bankers Life Assurance Co.

Incorporated by

100 MICHIGAN BANKERS

Maintains a Guarantee Fund.
Write for details.

Home Office, Moffat Bldg.,
DETROIT, MICH.

FRANK E. ROBSON, Pres.
TRUMAN B. GOODSPEED, Sec'y.

If You Hire Help

You should use our

**Perfect Time Book
and Pay Roll.**

Made to hold from 27 to 60 names
and sell for 75 cents to \$2.
Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

OLDEST, most reliable wholesale clothing manufacturers in **Rochester, N. Y.**, are
KOLB & SON

Our Spring Line ready—Winter Line still complete. Best \$5.50 all wool Kersey Overcoat, and best \$5.50 Ulster in market. See balance of our Fall Line, and our entire Spring Line. Write our Michigan Agent, **WILLIAM CONNOR**, Box 346, Marshall, Mich. to call on you.

Mr. Connor will be at the Palmer House, Chicago, Room 612, from Tuesday, February 1 to Wednesday evening, February 9.

Fancy Calendars

The Tradesman Company has a large line of Fancy Calendars for 1898, to which it invites the inspection of the trade. The Company is also equipped to prepare and execute anything in the line of specially designed calendars, either engraved or printed.

How Advertising Can Be Made to Pay.

Written for the TRADESMAN.

It has been said that 50 per cent. of advertising does not pay as expected. The truth could have been told if the per cent. had been put higher. Far more than the majority of advertising does not pay as it ought to pay. The common remedy, nowadays, in business, if it is poor, is to lay the responsibility at the door of advertising and to cut it down. This is a fatal move to make, because you destroy the very means whereby you hold your trade communication with the public.

There is a great secret in advertising—I mean in advertising that pays. Anyone can write an advertisement, but that is not the point. Everyone has not that knack of original wording that so fascinates the reader and makes such an impression upon his mind.

The unprofitableness of advertising lies not in doing too much of it, but rather in not doing it correctly.

The proportion of trade success is determined by the degree of harmony existing between advertising that advertises, if I may use the expression, and your clerks behind the counter who show it up. The most liberal advertising will not continue to sell goods if they are not worth buying. The best advertising and the finest quality of goods possible for the money will not make trade if the clerk behind the counter does not know how to sell the goods he is there to dispose of. It is essential that the clerk read the advertisements, else how will he know how to sell the goods before him? It is as important that he read them as the man who wrote them.

Do not be afraid of a little sunshine entering your store. A dark, gloomy store is not the place to sell black velvet. Life in the store and dulness in the advertising are in as bad harmony as a wheelbarrow in the parlor as a substitute for a chair and intermingled with costly parlor furniture. Dulness in the store and life in advertising cannot help each other, because, if you do succeed in "getting the people" to come to your store by your bright advertising, and they are met at the very door with a gloomy countenance and a dark interior, it will make them think of life with all its miseries and they will feel no inclination to buy. Remember, the happy day of things selling themselves will not arrive this side the millennium.

The fight of business is upon the battlefield of hard experience. Its success lies only in industry and careful forethought and by being a little better than your competitors.

Some men who are now grown have not yet got over building their air castles—they live in hopes of a great streak of luck; but the man who depends upon luck for success is more foolish than he who would support his family upon the hope-to-receive lottery tickets.

Advertising, left to take its own course, will never be successful. Let not the advertiser forget that, unassisted, advertising is wellnigh valueless. A business man must watch care-

fully the results of his advertising. He must not expect fabulous results. He must look his business squarely in the face, and not expect phenomenal results from any one department. All great things are long in maturing, and a business man has no right to throw the responsibility of his failure on advertising, any more than he has to throw it on any other mismanaged department of his business. The strength of the whole is in the strength of its parts.

It is the general opinion among unthinking dealers, and particularly those that sell men's goods exclusively, that it does not pay to advertise because it is claimed that men form no part of the host of advertisement readers. This is not true, and is founded upon the softest kind of sinking sand.

The man who says he does not read advertisements is an intentional or an unintentional falsifier. Although it is generally admitted that men are readers of advertisements, they cannot be compared in the same year with the women! It has been said—but I do not vouch for its truth—that the average woman takes more interest in the advertising columns than she does in the genuine reading matter. A woman who would not read advertisements would not be a woman, consequently all women read advertisements. Advertisement statements are really news to the women. They are the buyers of everything, everywhere. Some women could tell you more about a glove sale or a linen sale than a big fire or calamity, an account of which would appear in the same paper as the advertisement. If a certain color in hats or a new style in neckties becomes the fashion, the woman will know of it at least a week before her husband has heard about it.

You may fool a man on the quality of underwear or clothing, but you will do so but once; for, just as soon as his underwear needs mending, or his coat or trousers rip, they will come under the critical eye of the wife. That will tell the tale whether or not your store will again be patronized. The woman is a great judge of quality, and a block or two longer walk matters little to her if a superior quality can be obtained cheaper than elsewhere. If the advertiser must cater wholly to one sex, at the sacrifice of the other—but it is seldom necessary to sacrifice either in business—he had better lean in the direction of the women. The shrewdest advertisers in the world are writing advertisements which appeal wholly to women.

Be honest in advertising. "Truth ne'er skipped a dividend." Misrepresentation will sell goods. Lying salesmen can sell shoddy. Absolutely false printed statements not only bring people into the store, but assist in selling fraudulent goods. Men have become rich by dishonesty. There are plenty of cases where actual gain has come from following the twisted adage, "Dishonesty is the best policy." Dishonesty is a sign of business weakness. The majority of reliable houses are those which are honest inside of the store and out of it! The shrewd business man is not

after transient trade. He is not after the man who comes to buy of him to-day, only to skip to-morrow, and probably to come the day after to-morrow. He is after the man who comes all three days, and, moreover, continues to come. One regular customer is worth five transient customers.

"Bargains" are "chestnuts" of trade, and less-than-cost goods are but libels on common sense. It is true that some ignorant people pin their faith on "bargains;" but "Unparalleled Bargains" never have existed and never will exist. There is nothing original about "a bargain;" it has been worn threadbare. No man ever sold goods for less than cost, except under peculiar circumstances. It is absolutely useless to advertise to do a thing, when no one believes you are going to do it. Fire, smoke and water have burnt out, damaged and soaked out their value. The people can no longer be fooled upon the smoky falsehood, "Tremendous sacrifice!" and all that nonsense, billed in big type. Such phrases only insult the reader, disgust the thinking man and woman and bring to the store a set of curiosity-seekers, who may buy for once, then stop buying. It is safer to follow the law of averages in these days of sharp competition, scheming men and lying merchants. Originality is to be practiced at any reasonable sacrifice. "Honesty," at the present day, is originality. Any fool can be dishonest; there's nothing bright about swindling.
C. C. McKIBBIN.

Benton Harbor—The wholesale yard and planing mill scheme of the R. G. Peters Salt & Lumber Co. contemplates the use of 1,500 feet of dock front, on the canal at this point, and an arrangement with the Big Four Railroad for track and shipping privileges. In their conference with the Benton Harbor Board of Trade, D. B. Gillette and H. W. Cary, of the R. G. Peters Salt & Lumber Co., asked for no bonus but simply exemption from exorbitant taxes. They ask a limitation to \$1,000 in taxes for each year during a term of five years. If the tax should be increased to \$1,500, they ask that the extra \$500 be assumed by the business men of Benton Harbor. The purpose is to invest \$20,000 in the planing mill and plant, and the intention is to handle 50,000,000 feet of lumber and 30,000,000 shingles annually at that point. Employment will be given to a minimum number of 100 men, and 200 will be employed in the height of the receiving and shipping season.

The late Theodore Durrant's attorneys got so wound up in his case that they keep on investigating it. A lawyer who will stick to a client after the latter is dead is something of a professional curiosity.

Luetgert has told the jury how it was and how it wasn't at his sausage factory, and there should be no mistrial if experts will not mix themselves and the jury up on bones that they are not acquainted with.

Dry Goods

Birthplace of the Oilcloth Industry.

In Kennebec county, Me., is the quiet borough of East Winthrop, for more than half a century known wherever oilcloth carpeting was used as Baileyville.

Were is not for the inventive brain of one of East Winthrop's early inhabitants, the village would hardly be known across the lake, but early in the present century one of the numerous family of Maine Baileys evolved a scheme to fill his purse faster than the slow process of nature was likely to do it in growing crops.

Oilcloth carpetings were not known in the long ago, when Ezekiel Bailey pictured in his mind how they might be made, and it was in the little hamlet of East Winthrop that the conceit of their manufacture was hatched and executed. Ezekiel Bailey was, in the days prior to the war of 1812, looked upon as a very likely boy. He was studious and industrious, and while other boys of the village were out in the white oak groves setting box traps for gray squirrels, and spearing pickerel by torchlight in the waters of Cobbosseecontee, Ezekiel was busy in his little workshop fashioning useful things to be used about the house.

Just how and when and where he was prompted to attempt the making of oilcloth carpet nobody now living at East Winthrop seems to know. Many of the burghers thought he was "a wastin' uv his time," but they thought differently some years later when great factories for the manufacture of oilcloth floor carpeting were erected in East Winthrop, Hallowell, New Jersey and other places.

And Ezekiel? He amassed a considerable fortune and left the path of life much easier for his kin to pursue.

Having met a peddler one day, he bought a table cover made of a combination of burlap and paint. Such things were a luxury in the country at that time, and Ezekiel Bailey was shrewd enough to foresee a big demand for them if the cost could be moderated a bit. While thinking, an idea came to him, and following the idea a small voice which whispered: "Make 'em yourself." He decided to try, and there is a legend to the effect that half the farmers of the village quit work to see the first table cover.

Procuring a square of burlap, or rather enough burlap from which to fashion a square of the desired size, Ezekiel Bailey framed up the fabric as the good old grandmas used to hitch up quilts at a quilting bee, the only difference being that the burlap was framed, or stretched over a table made of planed boards large enough for the full spread of the burlap. With paint and brush he began his work. The first coat was a filler; the next, a thicker one, gave body to the cloth, and when this was rubbed down to a smooth surface the last coat was prepared. This was of a different color and was spread on thick. Then, with a straight edge, a piece of board with a true, thin edge, reaching across the whole surface of painted cloth, the finishing touches were put on. Commencing at one end of the fabric, the straight edge was moved back and forth and straight along over the fresh paint once or twice, and the whole thing left to dry.

The first table covers were great curiosities and the homes of the Baileys were visited by all the neighboring housewives, who were anxious to see "how they worked." Of course, it was easy to keep them clean and then saved the woodwork of the table, which was recommendation enough. To see a cloth was to covet it, and it was not long before Ezekiel Bailey had a considerable business. Employing a boy to help him, he turned out tablecloths as fast as his limited facilities would permit, and, as he progressed, new ideas for decorating took shape in his mind. In less than a year he had men out on the road selling them.

The turning out to perfection of an

oilcloth carpet in those days was a task that would make a person in these piping times of labor-saving machinery wish for something easier. All the smoothing or rubbing down was done by hand. Heavy, long-bladed knives, as big as the "Sword of Bunker Hill," were used to scrape down the rough body coats of paint, and a smooth surface, on which to stamp the geometrical figures in colors, was fetched after long and laborious polishing with bricks and pumice stone.

Drummers employed by Mr. Bailey traveled to Massachusetts, to New York, and away down into the South, and before long the demand for oilcloth carpeting became so general that other factories were built up and made to chatter and clank with the new industry. There was living not far from East Winthrop at this time a shrewd, wide-awake Yankee farmer named Sampson, who had kept his weather eye peeled on the progress of Ezekiel Bailey, and when housewives everywhere began to yearn for the new carpeting, taking a neighbor in as a partner, Mr. Sampson built a factory, and in a very short time was in a position to be considered a formidable rival of Mr. Bailey.

The originator of the oilcloth carpet was not to be outdone, however. Discerning good returns from a plant established close to a big center of consumption, Mr. Bailey entered into a deal with New Jersey capitalists and a big factory was set agoing in that State. A trusted employe of the Bailey concern, Levi Richardson (who still lives and is the proprietor of a modest little store in East Winthrop), was sent to New Jersey to instruct the green hands there in the art of manufacture. While thus engaged, Mr. Richardson's brain was busy with the problem of labor saving, and one day a phantom device for smoothing and rubbing down the first rough coats on the burlap took form in his mind and for some weeks he spent his spare time in experimenting. The result was the present patent used in most factories, whereby as much rubbing down can be done in one day as could have been accomplished in four by the old hand method.

Overcoming Obstacles.

From the New York Fruitman's Guide.

About one-half the difficulties that we think are stumbling blocks to our progress exist within ourselves. The five-barred gate that we clamber over laboriously is covered with a single leap by the athlete who has done it before and knows that he can do it again.

Confidence is the keynote of success. Not over-confidence which takes no cognizance of the accidents of life, the pebbles on which we trip, or the open door against which we walk, with outstretched arms in the dark, but the sublime belief in a God-given power within which says: "I can and I will."

It is not necessary to be a trained physical athlete to meet the vicissitudes of life and overcome them, although the physical health has much to do with the healthy and normal action of the brain. There are mental giants to-day who would stand but little chance of winning in a Graeco-Roman wrestling match with some of our superbly equipped society beauties. Even to the most industrious there comes oft-times a distaste for exertion. Ten to one it comes at a critical point where the extra consumption of energy would have surmounted an obstacle.

The extra ounce of powder might have thrown the shell into the enemy's camp, for victory often lingers near the outer edge of defeat. Train your guns upon an aim, a hope, an ambition or a purpose and keep firing. Some shots will go wide of the mark. Some will fall short, but the time must come when experience has taught you method, system and judgment. Then every shot tells. Keep firing.

The Woman's Idea.

Ellen—Ten mills make one cent, ten cents one dime, ten dimes one dollar—Teacher—Well, go on.

Ellen—And ninety-eight cents one bargain.

Impossible

To give any idea of the values we offer in OVERALLS without showing the line. Our lots 1, 5, 7, 9 and 30 are the best trade winners on the market this season. Drop a line and salesman will call.

Voigt, Herpolsheimer & Co.,
Manufacturers and Jobbers,
Grand Rapids, Mich.

New arrivals of

Wash Goods

Prettier than silks.

P. Steketee & Sons, Jobbers,
Grand Rapids, Mich.

Dealers don't keep our goods; they SELL them.

Carpets



All grades cut at wholesale.

You Carry Only Samples

We carry the stock. When you make a sale, send us the pattern number, size of room or quantity wanted and we will ship your order the same day as received—sewed if desired. OVER 3,000 DEALERS are now handling our carpets profitably. Let us start you to success.

For One Dollar

We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified on ticket, so you can make no mistake when ordering. We also make up books as above, 18x18 in., which we will furnish

For Three Dollars

This size is very popular, as the patterns show up beautifully. If you prefer large samples we will cut them any length desired at the price of the goods per yard. We have the best-selling goods on earth. Don't wait, order samples at once; it will be to your interest and we want you to represent us.

HENRY NOEE & CO.,
SOUTHEAST CORNER MARKET & MONROE STS., CHICAGO.

Complete price list and telegraph code will be sent with samples.

Woman's World

Civil Service in Housekeeping.

The philosopher in petticoats was plainly triumphant. "Just listen to this," she said, laying down the paper she had been reading, and tapping it with her lorgnette. "The health commissioner of Buffalo is trying to get a law passed requiring women who are candidates for matrimony to pass a kind of civil service examination, to demonstrate that they are fitted for the position to which they aspire. Did you ever hear anything so luminous with good, hard practical common sense?"

"It will never be carried out," said the woman in the Russian blouse, as she stirred her tea; "it's too contradictory to our cherished theory that matrimony is the refuge for the weak and feeble-minded, and that a woman who can do nothing else useful can always marry for a home. Of course, we admit that a girl who expects to pound a typewriter in an office, or stand behind a counter, or paint, or sing, or act, requires some previous preparation and knowledge, but the girl who is going to undertake the vast and complicated profession of home-making needs nothing but unlimited nerve and reckless courage. I know, because I was that kind of a girl once myself."

"Yet the woman who gets married without understanding the business of housekeeping is simply taking chances of misery," put in the woman in the toque; "she thinks she and her darling Jack will live in an ethereal and blissful state in which all questions of material things like food and bills will be relegated to a dim and distant background, and that when the roast is burned and the bread soggy he will kiss her and say it doesn't make the teeniest, weeniest bit of difference. But does he? Not much. He has been used to a club where they had a French chef, or a hotel where everything was on time and properly prepared, and, above all, he is used to people who knew how to do what they undertook, and always pulled things off right, and he fails to make the allowances for her he ought, considering he knew when he married her she was utterly ignorant and inexperienced, and—"

"Men always expect every quality in their wives their sweethearts didn't possess," interrupted the woman in the Russian blouse. "They court one kind of a girl and expect her to be another after they are married."

"And when the poor, untaught, inexperienced young thing makes mistakes, they say—"

"Let us draw a veil over the scene," said the woman in the toque, mournfully. "But I am confident that it isn't too much to say that the average woman salts down the memory of the first two or three years of her married life in the briny tears she sheds over underdone bread and overdone meat."

"Well, this is just precisely what the Buffalo philanthropist proposes to avert," put in the philosopher in petticoats. "He doesn't intend to let any woman get married until she can prove that she is fully capable of running a house. There will be no more tearful brides weeping over burnt roast, while their hungry husbands make cruel remarks. On the other hand, the bride will be able to step right in and take hold of things, and manage them economically and judiciously, and the household machinery will move along

on a smooth plane without a jostle."

"There isn't any use in blinking the question," agreed the woman in the Russian blouse; "domestic happiness means a comfortable home, and a woman's influence and power means her ability to cook, or command good cooking, and her skill in housewifery. There comes a time when the most radiant beauty fades, when the brightest wit tires and ceases to fascinate, but the comforts of a home never pall. The woman who understands the fine art of making a home that is cheerful, and restful, and comfortable has the most potent weapon in the world. She never need be afraid that any other attraction will permanently distract her husband's affection away from her. She has found a charm to conjure with. You never heard of a man who was married to what is called a notable housekeeper applying for a divorce. He has a good thing, and he knows it and sticks to it."

"Of course," began the woman in the toque, "a knowledge of how to make bread and pick out a steak and keep down the grocery bill is not as romantic a foundation for a love story as protestations of undying affection and a heart that beats only for you, you know, and all that, but it is a lot more lasting and substantial, and is likely to be there when the fine edifice of fairy tales has crumbled into dust. For my part, I never see a woman who keeps an untidy and uncomfortable house, and sets badly cooked food before her husband and her family, and hear her telling how devoted she is to them, without feeling like saying: 'Well, if you do love them, for heaven's sake give them a few proofs of it that they can see and feel.' It's like this absurd way we have of saying of a person who has nothing else to recommend him that 'he is a good fellow.' Good for what?"

"Another advantage about the commissioner's scheme," said the philosopher in petticoats, "is that it would be an awful discourager to those sad cases when foolish schoolgirls imagine they are in love and run away with some equally callow youth. If the girl had to go to work to learn to make bread before she could get married, by the time she had gotten through the mysteries of self-rising yeast, and was capable of turning out a loaf that wouldn't be a menace to the life and happiness of the community, the chances are she would have reconsidered the matter. At any rate, if she hadn't she would have developed a lot of good judgment and skill that would stand her in good stead the balance of her life. For my part, I consider the cook-book the most valuable mental discipline in the world. By the time you learn to season things according to your own judgment, and use your own judgment about when cream is sufficiently stiff to whip, or bread has risen enough to work over, you have developed a keen power of analysis and a self-reliance that simply knocks the theories of the women lecturers silly."

"Yes," acquiesced the woman in the toque, "if we told the truth, most of us would have to admit that the book that has helped us most, as the symposiums in the magazines say, is the cook-book. It takes us a long time to find it out, and it is always a blow to our vanity, but the truth remains that domestic happiness is bound up in physical comfort, and a good wife means a good housekeeper, just as much as it does any other virtue."

"I should think that if this theory of having every woman pass an examination in housekeeping before she could get a license to get married, were made a law it would settle the question of why men don't marry," put in the woman in the Russian blouse, hopefully. "They would marry. I believe if a man were absolutely dead sure that when he married he would get a wife who would know how to keep house, and by keeping house I mean making a home in the fullest sense of the word, there wouldn't be a single old bachelor left in the length and breadth of the land. As it is now there is a terrible uncertainty. The man can depend on the girl not knowing a blessed thing about anything practical when she gets married. She may develop domestic tastes, she may not, consequently he thinks it better to endure the ills that he has in hotels or boarding-houses rather than to dare the evils of cooking he knows not of."

"And yet—and yet—" mused the philosopher in petticoats, "there are girls, not many I grant you, but a few, scattered here and there, who are domestic, who know how to keep house, and manage things, and I have never yet observed that they were overly importuned to bestow their useful hands on suitors. Generally they fall to the lot of widowers, men who have had experience of housekeeping, and who don't want to let another woman learn her trade at the expense of their digestions. It is a sad but incontrovertible fact that, when it comes to marrying, the baby stare has the call over the spectacles of wisdom, and an ability to look sweet over the faculty of knowing how to do something useful."

And none of the others could deny the assertion. DOROTHY DIX.

The Dry Goods Market.

Staple Cottons—The staple cotton market has shown no decided change for the past week, and while the amount of business transacted has been somewhat more than was noted for the previous week, it is still far from satisfactory, and the business has been only increased by a larger number of very small orders. There is no lack of quantity of brown sheetings and drills, and while prices are still irregular, there seems to be small demand for these goods. Brown ducks and osnaburges, denims and other coarse colored cottons are quiet and dull without change in quoted price.

Prints and Gingham—The reorder demand for fancy calicoes in certain standard grades shows that the market has slowly, but steadily, improved.

Hosiery—The interest is centered largely in the fancy lines, and in these plaids are the most prominent, but another line that is well represented is the printed fancy designs of various styles.

Woolens—Wholesale clothiers seem to feel that price on woolens at the present are not too high, and are buying in the fullest expectation that woolen goods will be higher before they will be lower. On the other hand, notwithstanding rumors to the contrary, the woolen manufacturers are all getting very fair prices for their goods, everything considered. A significant fact, tending to show the changed conditions, is that where a year ago manufacturing clothiers were chiefly interested in hunting for a fabric which would make a good "all wool \$5 suit," to start their line with this year are chiefly considering fabrics which will fill the requirements for a starting line of suits at \$7.50. This is due to two causes: chief, of course, is the fact that the same quality of cloth cannot be had at the price of a year ago, and scarcely of less importance is the determination of the clothing manufacturers to raise the standard of their product, both in quality and price, to a point where they can again enjoy the decent profit to which investment of capital, skill and labor is entitled.

Carpets—Carpets have been fairly active. The sales last week were reported of adequate size. The price basis shows a general improvement in all the higher grades of carpets and rugs. Ingrains are without feature and on practically the same basis as has heretofore existed.

Imported Goods—Imported dry goods have been quiet during the week. In woolens the high prices rendered necessary by tariff rates act as prohibitions to heavy trading. Silks are fairly active, but suffer also from the competition of domestic goods, which, in varieties almost as numerous as the foreign, can be put on the market at much lower prices. Linens are dull in all markets. Imported underwear and hosiery are in fair request in limited field of activity.

Who makes . . .

Liquid Bluing

that will not settle?

THE
WOLVERINE
SPICE CO.,

GRAND RAPIDS, MICH.



We Want First-Class Grocers

to handle our PARAFFINED
PARCHMENT LINED
BUTTER PACKAGES
and are willing to offer liberal
inducements. Write us.

Michigan Package Co.,
Owosso, Mich.

Around the State

Movements of Merchants.

Lyons—M. A. Herrick is putting acetylene gas in his store.

Traverse City—A. Pierce has opened a new grocery store on Front street.

Chesaning—W. E. Miller has removed his grocery stock to Owosso.

Chester—Ralph Lamie has purchased the drug stock of Claud Omspocher.

Alanson—H. Ball has opened a meat market and feed store at this place.

Kalamo—Bert Swift has added a line of boots and shoes to his grocery stock.

Bay City—Jos. F. Martin succeeds J. F. Martin & Co. in the drug business.

Grand Marais—R. M. Hewitt has opened a grocery and hardware store here.

Leonidas—G. H. Tucker has purchased the hardware stock of Charles Gray.

Sunfield—E. H. Deatsman & Co. succeed Deatsman & Welch in general trade.

Marshall—Prior & Kern have embarked in the grocery business at this place.

Grant Station—B. J. Hill succeeds Hill & Colligan in the grocery and meat business.

Port Huron—The Michels Co. succeeds Moses Michels in the clothing business.

Thompsonville—Paul Bros. succeed G. W. Paul in the grocery and tinware business.

Athens—Lynn Doty, of Scotts, has embarked in the grocery business at this place.

Holland—Henry Reyher & Co., boot and shoe dealers, have removed to Genoa, Ind.

Mt. Pleasant—Hapner & Hapner succeed Hapner & Robinson in the grocery business.

Sand Beach—L. E. McIntosh succeeds McIntosh & Zeiter in the drug and jewelry business.

Adrian—Hock & Gmaling are succeeded by Fred J. Gmaling in the grocery and meat business.

Mt. Pleasant—Joe Harung, of Clare, has engaged in the handling of grain and farm products here.

Ypsilanti—C. W. Rogers & Co. continue the drug, book and paint business of Chas. W. Rogers.

Saugatuck—Russell Taylor succeeds to the old-established firm of A. B. Taylor & Son, general dealers.

West Bay City—Walsh, Tanner & Daily succeed Walsh & Tanner in the wholesale grocery business.

Ithaca—Willis Derry and Herbert E. Adams have purchased the bakery and restaurant of C. Brothwick.

Muskegon—Wm. A. Smith succeeds Gray & Smith in the insurance, folding bath tub and bicycle business.

Flint—C. A. Hutton has engaged in the grocery business at the corner of Saginaw and South Eighth streets.

Carson City—Huntoon & Van Sickle, grocers and produce dealers, have dissolved, E. B. Huntoon succeeding.

Negaunee—Henry Hekkala has closed out his meat business at this place and purchased an interest in a meat market at Hancock.

Lake Odessa—Fred Townsend has sold his interest in the firm of McKelvey & Townsend to his partner, who will continue the business under the style of B. McKelvey. Mr. Townsend will engage in the planing mill business and manufacture of water tanks.

Kalkaska—A. J. Gibson & Co. have disposed of their farm implement stock to Howard Price & Co., hardware dealers at this place.

Big Rapids—Gittleman & Rose, who recently purchased the Crandall general stock at Remus, have removed the stock to this city.

East Jordan—Geo. L. Sherman has purchased the meat market and building which he has heretofore been renting of J. J. Bennett.

Ovid—J. D. Gleason & Son have closed out their stock of groceries to Frank Clark, who will continue the business in his own name.

Battle Creek—Henry Baker has purchased the Riverside meat market, at 123 Main street, and will continue the business on a cash basis.

Nunica—W. B. Parkhurst has retired from the mercantile firm of Parkhurst Bros. A. F. Parkhurst will continue the business in his own name.

Durand—J. D. Deland, who has been cashier of the Bank of Saginaw for the past eight years, will shortly open a banking establishment at this place.

Lowell—L. B. Lyon has sold his meat market to Sylvester Finch and Benjamin Terwilliger, who will continue the business under the style of Finch & Terwilliger.

Lansing—Jacob Simon has sold his crockery and novelty goods stock to C. W. King, of Williamston. Mr. Simon will remove to Marion and engage in business.

Benton Harbor—Kidd, Dater & Price, wholesale grocery, flour and fish dealers, have merged their business into a stock company under the style of the Kidd, Dater & Price Co.

Charlotte—The Dolson Implement Co. has purchased a site and will erect thereon a two-story building, 47x75 feet, which will make one of the finest agricultural depots in the State.

Alma—Arnold Dilliehausen, who has acted in the capacity of chief baker at the Sanitarium for the past year, has embarked in the restaurant and bakery business on his own account.

Saginaw—Wm. Barie & Son, wholesale and retail dry goods dealers, have increased their floor space by leasing the two upper stories of the McLean building, adjoining them on the west.

Ludington—F. W. Andrew & Co. have removed their book, stationery and wall paper stock into a larger building, which affords them an opportunity of displaying their goods to much better advantage.

Petoskey—J. H. Levinson has sold his mercantile business to H. T. Lyons & Sons, of Chicago. One of the sons, Samuel Lyons, is proprietor of The Leader, one of the principal stores of Adrian. The transfer of the property will not take place for a couple of months.

Ludington—The stock of goods of the Fair Clothing and Dry Goods Co. was sold under a chattel mortgage held by A. Krolik & Co., of Detroit, who bid in the goods at \$2,500, the amount of their claim. The purchase was made subject to the first mortgage, held by a local bank, amounting to \$3,700. Krolik & Co. subsequently transferred the stock to Bertha Hamburger, who will continue the business at the same stand. Krolik & Co. took a chattel mortgage back for the purchase price of the goods, \$2,658.59. This makes the present mortgages on the stock a trifle over \$6,300. The claims of the creditors who are completely shut out by the transaction aggregate \$8,000.

Ypsilanti—The mercantile house of Lamb, Davis & Kishlar will dissolve partnership April 15, Fred Lamb retiring to engage in business elsewhere. The business will be continued under the style of Davis & Kishlar.

Lansing—Harry C. Milne and John Buehler have purchased the grocery business of Chas. E. Clafin, at 322 Washington avenue, north, and will continue the business at the same location under the firm name of Milne & Buehler.

Detroit—Frank B. Babbitt and Alexander D. Graham, composing the dry goods firm of Babbitt & Graham, have admitted Wm. H. Miller as a special partner, he contributing \$5,500 to the common stock. The partnership is to continue for a period of two years.

Brooklyn—W. S. Culver has merged his general merchandise business into a stock company under the style of the W. S. Culver Co. The capital stock of the corporation is \$12,000, distributed as follows: W. S. Culver, \$9,000; W. T. Parker, \$2,000; John W. Cruse and David Walker, \$500 each.

Detroit—The firm of W. S. Peck & Co., of Syracuse, has dissolved. Mr. Peck takes possession of the Syracuse plant, and all the Eastern business. Chas. A. Shafer, who was the company, takes, besides the Detroit store, others at Jackson, Oshkosh, La Crosse and St. Paul. He will probably take up his residence in some Western town, within easy reach of all these points. It is not unlikely that he will before long reorganize the Mabley & Goodfellow Co.

Jackson—John L. Douglas, who has been President and General Manager of the Jackson Grocery Co. since the organization of the corporation seven years ago, has sold his interest in the company and will shortly remove to Southern California, where he will take up his residence on a ranch in the hope of restoring his health. H. S. Griggs, who has been Treasurer of the corporation, has been elected President and Manager; W. W. Baker, Vice-President; J. W. Palmer, Treasurer, and W. J. Butterfield, Secretary.

Manufacturing Matters.

Whitehall—Myers & Nelson are nearly ready to place their never-slip pipe wrench on the market.

Dorr—The Dorr Creamery Co. has declared a cash dividend of 20 per cent. from the profits of 1897.

Hadley—The Hadley Dairy Association has declared a dividend of 6 per cent. on a capital stock of \$5,800.

Vermontville—The Vermontville Creamery Co. has declared a cash dividend of 13 per cent. from the profits of 1897.

Mt. Pleasant—I. N. Conrad will erect a machine shop in which to manufacture the machinery used in his hub and heading mills.

Holly—The Michigan Manufacturing & Lumber Co. is considering the matter of removing to Saginaw. The company employs about 10 hands.

Grand Marais—M. Bennett, of Sault Ste. Marie, has taken a contract to put in 1,000,000 feet of maple for Henry Gamble, the logs to be sawed in the mill of the Marais Lumber Co.

Iron River—Young & Fetzer have purchased 6,600 acres of timber land, known as the Paine Lumber Co. lands. The pine has all been taken off, but there remains a large amount of basswood and elm. The purchase of the tract will furnish Young & Fetzer's mill with logs for a long time.

Cheboygan—Swift & Clark have leased the Whitehall sawmill and will fit it up in first-class condition for next season's run. The firm has logs contracted to supply two mills during the entire season.

Hilliards—The Hilliards Creamery Co. produced 106,045 pounds of butter during 1897, which netted the patrons \$15,111.19. A cash dividend of 20 per cent. was ordered paid to the stockholders last week.

Oscoda—H. Hintermerster, formerly with the French Land & Lumber Co., at Rose City, has accepted a position with the H. M. Loud & Sons Lumber Co., and will colonize 100,000 acres of land in Iosco and Alcona counties.

Drenthe—The Drenthe Creamery Co. declared a dividend of 30 per cent., making 50 per cent. disbursed among the stockholders from the profits of 1897. The total output aggregated 185,000, from which the receipts were \$27,000.

Detroit—Articles incorporating the Monitor Button Co. have been filed with the county clerk. The capital stock is \$20,000, with \$10,000 paid in. The stockholders are as follows: Thomas J. Clinton, 600 shares; William Nazebon, 200; Enoch C. Bowling, 150; Alexander MacGruthar, 50 shares.

Detroit—Articles incorporating the Wolverine Reed Co., for the manufacture and sale of reed chairs and other novelties, have been filed. The capital stock is \$5,000, with \$2,300 paid in. The stockholders are: John Thwaites, 80 shares; John Ludwig, Wm. P. Stevens and Charles N. Gray, 50 shares each.

Manistique—The shingle mill at Macdonald Lake, fifteen miles east of this city, has resumed operations under the management of A. F. Underwood, of Menominee. It has been idle three years, and now will be run night and day. The larger part of the season's output has been put under contract of sale.

Port Huron—The business of John McCormick & Son has been transferred to the McCormick Harness Co., which has filed articles of association, fixing its capital stock at \$50,000. John McCormick & Son have taken \$35,000 of the stock, and the balance has been mostly subscribed for by other residents of the city. The business will be increased, with a corresponding increase in the number of persons employed.

Baraga—The Thomas Nester estate has begun suit against the Diamond Match Company for damages in the amount of \$750,000, involved in operations on the Ontonagon River. The claim is based on the allegation that complainant's logs were damaged in passing jam piers in the river. The match company retorts that the jam piers were placed at or near the mouth of the river to prevent a rush of water in the spring from carrying the Nester logs into Lake Superior, and thus causing loss, and that the arrangement was made with Thomas Nester for that express purpose. Both concerns used the Ontonagon River as a means for getting their logs to mill. Nester received his logs at the mouth and towed them in the lake to his mill at Baraga. The booming of the Nester logs was done free of cost by the Diamond Match Company, in consideration of the fact that it had no charter to control the stream, and thought that the arrangement indicated with Nester would be the easiest solution of the matter. Now the Nester estate seeks to recover damages for the obstruction of the stream by the jam piers.

Grand Rapids Gossip

The Grocery Market.

Sugar—Refined is unchanged. In Europe the market has been braced in some measure by the thought that few beets go to market in the winter, but the warm weather has permitted of a good movement of beets to the factories, and consequently a good output of raw sugars. Moreover, it had been hoped that Great Britain would discriminate against the bounty fed sugars of Holland, France and Germany, but as she has failed to do this, the market has weakened. Had she done it, it is thought some of the European bounty countries would have reduced or abolished their bounties.

Tea—While there has been little if any actual advance during the week, the market is undoubtedly stronger and higher prices are practically certain. It follows that concessions in price are out of the question. The trade of the week has been very good, and some jobbers report the receipt of excellent orders.

Coffee—Trade is running unnaturally to the package coffees, to the neglect of bulks. Low prices prevail and the buying, while large, is seemingly only for present use. It is reported that the Santos commission, appointed to report on the growing crop of Santos coffee, will put the growing crop at 4,000,000 to 4,500,000 bags.

Canned Goods—Tomatoes are noticeably easier, and the only explanation which can be made for this is the lack of orders. There has been no actual decline, at least in the asking price, but some holders are willing to shade to move stock. There may be a decline if the demand does not improve. Corn is unchanged, and the demand is light. Peas are dull, yet some packers have advanced their prices 5c per dozen. These apply mainly to certain grades, which are scarce. There is a small enquiry for peaches, but not a great deal of business. Prices are unchanged.

Dried Fruits—The market is unchanged, but is counted strong on almost all lines of fruits. Raisins are likely to go higher in the not distant future. Prunes are also in a way to better prices. The demand for dried fruits for the Klondike trade is such as to relieve the condition on the Coast materially and to advance prices to some extent. It is more than probable that the exodus for the gold field of Alaska will be so great as to very materially affect the market in such foods as can be carried easily, among these being dried fruits and canned goods. The export demand for prunes has been something remarkable this year. The larger part of the exports went by water from the Coast, owing to good offers on freight that way. Prunes are to-day the most interesting item of trade in the dried fruit line. Next to prunes peaches seem to have the attention of the trade. Cheap stocks on the Coast are reported to have been well cleaned up, and holders are asking an advance of 3/4c within the past week. Apricots are also reported to be scarce. The increased duty on currants seems to have diminished the amount of imports to this country. The stocks in Eastern hands in this country are closely controlled, and although the crop in Greece is larger than was at first reported, the market there is high and firm.

Fish—There will probably be no advance in mackerel during the next few days, although higher prices are inevi-

table sooner or later. Cod is moving better at unchanged prices. There may be an advance in herring, owing to a combination among the lake herring interests with the intention of advancing the price. Sardines are held firmly at full prices, and advances are expected. Salmon are in better demand at unchanged prices.

The Produce Market.

Apples—The demand is brisk and the supply of Southwestern fruit is ample for all requirements. Ozark Jonathans fetch \$4.50 per bbl., Etrus command \$4 and Ben Davis bring \$3.75. Michigan Spys are held at \$3.50, but the Southern fruit is preferred, on account of its superior quality and appearance.

Bananas—The market is steady, and the movement is good. The demand through the winter has been very large, and the supply generally adequate. Prices have held up well.

Beets—25c per bu.

Butter—Factory creamery is in only fair demand at 18c. Choice dairy fetches 15c. The storms which have prevailed for the past ten days have seriously interfered with the movement of dairy grades and a scarcity is not wholly unexpected.

Cabbage—The market is without change, choice stock commanding only \$2.50 per 100.

Carrots—30c per bu.

Celery—Without change, choice stock readily commanding 20c per bunch.

Cranberries—Stocks are getting low, but the market is steady. The movement through the season thus far has been satisfactory, and prices have been remunerative. Jersey berries have been marked down to 7c.

Eggs—Strictly fresh are coming in as freely as could be expected, considering the manner in which business is being interrupted by the storms. The price has declined to 17c.

Grape Fruit—A fair stock of Florida and California fruit is on the market, the demand being fair.

Honey—11c for white comb and 10c for dark.

Lemons—There are but few Messinas in the market, the offerings being chiefly Californias, and of good quality. The movement is light.

Lettuce—Grand Rapids Forcing commands 15c per lb.

Onions—The market is unchanged, both yellow and red varieties being held at 70@75c. Spanish remain the same, \$1.75 per crate, but the demand is not large.

Oranges—The demand is growing as the season advances. The receipts are larger, but are well cared for by the call. The market is rather lower than it was a week ago, but prices are still remunerative. Just now it looks as though there would be a good season's movement of fruit and at good prices. The quantity and quality of the crop this year are unusually good.

Pineapples—There is a fair supply of Florida fruit on the market and the demand is about equal to the supply.

Potatoes—The market is very strong. No stock is moving, on account of the deep snow and inclement weather, which precludes loading or transporting from pit to warehouse. Dealers pay 55c and hold at 60c per bu.

Sweet Potatoes—What is left are poor in quality and small in size, commanding \$3.50 per bbl.

Homer Klap, Secretary of the Grand Rapids Retail Grocers' Association, aspires to represent his ward in the Common Council and is pulling every string to secure the nomination on the Democratic ticket at the coming spring election. Why any well-intentioned grocer should covet the salary and prestige of an alderman is more than the Tradesman can understand, but there are a lot worse men in the Council than Homer Klap.

Gillies N. Y. Clearance Tea Sale now on. Phone Visner, 1589.

Reducing the Rate of Interest on Savings Deposits.

The savings banks in Detroit a few months ago reduced the interest rate on deposits from 4 to 3 1/2 per cent., and last week they decided on a still further reduction to 3 per cent. beginning April 1 on new money and June 1 on old deposits. The Saginaw banks last week also reached an agreement to pay 3 1/2 per cent., instead of 4, the rate which has been paid for years, taking effect Feb. 1 and March 1 on the new and old deposits, respectively. The action of the Detroit banks will tend to make 3 per cent. the current rate throughout the State, although it must be admitted that Detroit is a follower rather than a leader in the movement. The 3 per cent. rate is already in force by agreements in Albion, Coldwater, Eaton Rapids, Hillsdale, Hudson, Ionia, Lapeer, Monroe, St. Johns, Tecumseh, Bay City, Muskegon, Lansing, Marquette, Alpena, Manistee, Kalamazoo, Howell, Jackson and Adrian. The banks in Pontiac, Flint, Mt. Clemens, Owosso, Ypsilanti, South Haven and Marine City are still paying 4 per cent., but now that Detroit has come down, it is probable they will come down also. The Traverse City banks pay but 2 1/2 per cent. and at St. Joseph no interest at all is paid. In this city the National banks pay 3 per cent. on certificates after six months, except the Fifth National, which has a savings department, or what amounts to the same thing, with a 4 per cent. rate. The Kent and Grand Rapids Savings pay 3 per cent., and the Peoples and State 4 per cent., the higher rate on deposits that are left a full year. The Trust companies pay 2 1/2 per cent. The reduction in interest is a movement in the direction of safer banking and will have a tendency to put money into circulation. During the past four years a 4 per cent. return on capital, with positive assurance of its safe investment, has been fairly satisfactory, and this has been found in depositing money in the banks on certificates or as savings accounts. A reduction to 3 per cent. will remove the purely investment feature from these deposits and will influence many depositors to look for better openings for their money. A still further advance in the right direction would be for the National banks to reduce their interest rates on certificates to 2 per cent. or even less. Upon this point the first annual report of Bank Commissioner Just contains a pertinent suggestion. "A bank," the Commissioner says, "should be a place where the money of a community may be left for safe keeping, and this Department will feel that, when the payment of interest on deposits is confined to legitimate savings deposits, a long stride has been made in the direction of safe and legitimate banking." The report contains many other suggestions which will furnish food for meditation in banking circles. It is, in fact, one of the best and most interesting reports which has emanated from the State Banking Department.

The Grain Market.

The wheat market was very irregular during the past week. At times it was very strong and other times very weak. On the 27th May wheat was recorded at 98c and January at \$1.08, but to-day the market is the same as it was one week ago. The advances were caused by the reports that stocks were low in Liverpool, Glasgow and other foreign markets and this caused large exports.

The large Northwestern receipts and the final Government crop report, showing that 530,000,000 bushels of wheat was raised, which is 20,000,000 bushels more than was shown by the last report, caused the declines. Notwithstanding the correctness of this report is doubted, it will have to stand as the only one made. While it is reported that many of the elevators in the Northwest are closed, on account of the wheat having all been marketed, we find that there is still considerable wheat coming forward; in fact, more than at the same time last year. The Leiter combination has, to a certain extent, curtailed speculation, as it is a very risky business when one party holds all the cards and can handle them at his will. As this combination holds about one-half of all the visible wheat, it is easy to see why speculators are very cautious. As wheat is at a premium over futures, it is moving very freely, as no one cares to hold it under those conditions. The exports were very large, being 7,500,000 bushels, against 4,000,000 bushels last year. Owing to the large movement of wheat from the country elevators to the wheat centers, the visible showed a small decrease of 551,000 bushels, against 1,700,000 bushels last year. However, these large receipts will soon come to an end. We would also state that our exports of wheat and flour from July 1, 1897, to January 31, 1898, were 137,576,000 bushels, while from July 1, 1896, to July 1, 1897, the exports were only 142,972,000 bushels. From July 1, 1895, to July 1, 1896, the exports were only 124,877,000 bushels.

Corn and oats are in the same position as they were last week. Trading in both cereals is very large and prices are well sustained.

The receipts in this market were very large, being 75 cars of wheat, 7 cars of corn and 8 cars of oats.

Millers are paying 89c for wheat.
C. G. A. VOIGT.

Hides, Pelts, Furs and Wool.

Hides are extremely strong in price, with 1/4 advance asked and 1/8 advance obtained. The supply is not equal to the demand. The market is well cleaned up, with sales made for future delivery. Leather has followed in the advance, with large sales.

Pelts remain at their high value, as compared with some months previous, with no supply in sight. The few accumulated are held at still higher values than any market will warrant, holders evidently banking on the future in wool.

Furs remain firm at old prices, the London sales panning out better than anticipated, with no supply above present demand.

Wool has an advancing tendency and is not let go of by holders very freely, while manufacturers pay full prices for immediate wants. Sales have been light, with few buyers in the market, who have been kept at home on account of heavy storms and snow. The outlook is for much higher prices in the next six months, importations having cost 1c higher on superior grades in London.
WM. T. HESS.

The machinery, stock and patterns of the Grand Rapids Manufacturing Co. have been sold to the Greenville Implement Co. and are now in process of removal to that place.

In Germany a man who has lost both hands in an accident can claim the whole of his life insurance money on the grounds that he has lost the means of maintaining himself.

THE TOBACCO HABIT.

Some of the Ways in Which It Can Be Cured.

Written for the TRADESMAN.

If we may believe its votaries, tobacco combines all the elements of good—the power to promote good nature, to soothe and satisfy the soul and raise poetic aspirations when silently and dreamily they watch the clouds of smoke ascend in circling eddies from the pipe. If we can believe in the sincerity of its enemies, it combines the elements of all that is disgusting and revolting to human nature. To the latter class the writer, in all sincerity, belongs. The object of this paper is to warn the victims of the tobacco habit against some of the evils that inevitably follow in its train, and to portray the habit in its naked deformity, socially, morally and from a hygienic standpoint. These observations will not be confined to the class of young men who frequent the tobacco stores and saloons, whose dull, blood-shot eyes and stupid countenances are examples of the sorrowful consequences of tobacco-using in youth, but we will enter the homes of the rich and fortunate and observe the same results from the poisonous cigarette, in the faces of the beardless boys who gather around the paternal hearthstone.

The novice in the use of tobacco, in the efforts to acquire a habit so extolled by its friends, is always met with rebuke in the form of a death-like nausea that Nature has intended should be a warning against any further attempt to abuse and outrage the delicate organization of digestion, and the nervous prostration that follows gives still further warning to the novice, and he frequently resolves within himself to touch the vile stuff no more. Alas, how soon the resolution is forgotten. The next meeting with the hardened companion of the first attempt at smoking he is laughed at for his cowardice, and assured that his next experience will surely prove a success. Yielding to the ridicule and temptation, he soon finds the baleful habit fastened upon him for life. When a 15-year-old rowdy has accustomed himself to this filthiness, to acquire which the power of the strongest man is hardly equal, and, with a pipe or cigarette in his mouth, goes swaggering around, he fancies himself a full-grown man who has finally accustomed his nature to the effects of a pleasure which at first was revolting to all his senses, and he becomes lost to the penalties that follow and is a slave to a loathsome, expensive habit probably for life.

Unhappily, the use of tobacco by the boy is so easily disguised and hidden that frequently the habit becomes firmly fixed before the parents or family are aware of its existence. If his first experiments to acquire the habit had begun at home, there would be more hope of reformation; but the first lessons are invariably learned in places where other debasing, body-and-soul-destroying habits are taught and indulged in. The action of tobacco upon the salivary glands produces a feverish, unnatural thirst that calls for something more stimulating than water to allay. Intoxicating beverages can generally be obtained at places where tobacco in all its forms is sold, and before he realizes the truth he has added the slavery of the liquor habit to that of tobacco. Observation shows conclusively that the drink habit is largely caused by the unnatural thirst inseparable from the use of to-

bacco, yet how few stop to reflect upon this truth. The victim has become the slave of two morbid habits equal in power, both acting upon the nerves of one body, with double force as the result. How long can Nature withstand the unnatural strain?

Tobacco smokers talk of a cigar as aiding digestion. Their common sense ought to revolt at such sheer nonsense. The stomach, overloaded with ill-cooked food, finds relief in tobacco smoke, which stupefies the nervous system and only renders the stomach less sensible to its ill treatment for the time, but makes it less able to withstand the demand caused by the next unwholesome meal. Soon two cigars instead of one are needed to allay the tortures of indigestion. Any honest, well-educated doctor will tell you that evils arising from these agents are the action on the nervous system of the oil of tobacco, a deadly narcotic, the hot smoke, which relaxes the membrane of the mouth and throat, and the spitting, which robs the stomach of an agent necessary to good digestion. I recall a conversation I once listened to between two fond mothers anxious about the habits of their two 15-year-old boys who were constantly in each other's company and often out late at night. One expressed the fear that her boy would form the habit of using tobacco and drinking beer. The other mother said she had never seen anything in her boy to lead her to think he was a victim to either of these habits; and she was sure he did not drink beer, for the reason that he was always so thirsty when he got up in the morning. Alas, deluded mother! How little she knew of the effects of an evening's indulgence in cigarettes and beer. Her flattering conclusions furnished the best evidence of her boy's nightly debauch. How I longed to dispel that mother's dream of safety. But, although a friend, I could not do so. I knew her boy had already taken his lessons both in the tobacco and the drinking habit, which brought on nervous prostration and finally resulted in loss of memory and softening of the brain, from which he died in youth.

In vain we search for any benefit to mankind resulting from the use of this powerful narcotic poison. Does smoking satisfy any natural requirement? No. Does it solace and dispel care? No, it only stupefies. It is unclean and disgusting. Is it used in any form in scientific research? No. Does tobacco in any form enter the realm of medical science or practice? No. The man of medicine will tell you, on the contrary, that he often meets with disappointment in the specific action of known remedies for the relief of common diseases in consequence of the unnatural condition of the stomach and nerve forces caused by the excessive use of this powerful poisonous agent. See how it mars the beauty of the fireside arrangements by the unsightly presence of the cuspidor, that is a necessary receptacle for the disgusting expectorations of the habitual tobacco-chewer. The floor of the concert hall or assembly room is too disgusting even for the imagination. Observe the discolored teeth and offensive breath of the habitual user of tobacco. If he be mercifully spared to that age when care and love and sympathy are most needed—old age—the saliva from his toothless old gums and his poisoned breath are repellent to the kind offices of filial love. It is a well-settled fact that the excessive use of tobacco, especially in the form of ciga-

rettes, seriously interferes with the action of the heart.

A few years ago, the writer was present at a medical and surgical examination of a dozen candidates for admission to the West Point Military Academy. Among the applicants there was one of the most perfectly developed specimens of manly strength and beauty that I ever saw. The other applicants seemed dwarfs beside him, and all had come to the conclusion that he would be winner of the prize; and from his actions he seemed to think so himself. I noticed that he was constantly smoking cigarettes. As fast as one burned out another took its place. At the close of the examination, it was a general surprise that he had been unsuccessful, and a youth of inferior physical appearance had successfully passed a severe examination. One of the examining physicians being an intimate friend, I took the liberty of asking the cause of the disappointed candidate's disability. He replied, "An unnatural condition of the heart's action, caused, no doubt, by excessive cigarette smoking and the use of tobacco in other forms," adding that several other applicants exhibited the same symptoms only in a milder degree.

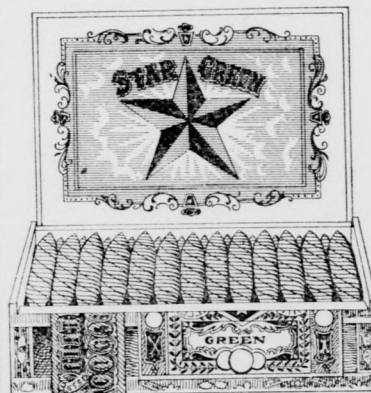
There are many alarming evils entailed upon mankind by the tobacco habit that may be suggested but do not admit of discussion through the columns of a trade journal. They belong to the field of medical literature and practice. You of my young readers who are innocent of the habit, guard yourselves against the contamination as from a pestilence. Beware of an expensive, dirty habit that will make you unworthy and too unclean to receive from the lips of woman the pure pledge of love and,

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Ball-Barnhart-Putman Co.,
Sole Agents, Grand Rapids.

if persisted in, is liable to rob you of the joys and blessings of paternity.

In what direction can we look for a remedy for this alarming source of evil?

Those natural advocates and champions of reform, the clergy, rarely single out the tobacco habit for their warnings or denunciations. If they refer to the habit and its evil consequences, it is only in a general way as counting one in the catalogue of the many crying evils that need reform. If they attack it directly, the millionaire tobacco-chewing pew-owner would only whisper to himself, "What are you going to do about it?"

In vain we look to legislation. The reluctance with which the average legislator approaches the subject, and the feeble enactments to control the evil give but little hope from that quarter. The law passed prohibiting the sale of cigarettes to minors was a step in the right direction. But we all know that it is violated every day in every important place in the State, and few, if any, complaints are made. It has already become a dead letter on our statute books for the lack of proper provision for a vigorous enforcement. If the penalty of imprisonment for its violation were made shorter, with the fine imposed made larger, and divided equally between the informer and the people, we might look for some good results from the cigarette law. Men are reluctant to make complaints that are liable to send their neighbors to jail for a long term, when they would not regret seeing them pay a good-sized fine, especially if they were to receive half of it themselves. The old saying, "What is everybody's business is nobody's business" comes in here, be-

cause the law does not make proper provision for paying the complainant for his trouble. No doubt, many dealers have, for a time, tried to obey the law; but, when they saw others disregarding it and that no complaints were made, they have themselves become lawbreakers. A case of violation of the Cigarette Law came to my notice lately. I saw a dealer who claims to be, and is, a lawabiding citizen in general sell a package of cigarettes to a 14-year-old boy who was on his way to his afternoon's work. I was surprised, and suggested the risk he ran of being prosecuted. He said that "they were all doing it." I could not refrain from remarking that a man forfeited his right to be called a Christian who sold cigarettes to a boy of that age. Of course, I incurred the gentleman's displeasure. But my mind was easier.

That great power for good or evil, the newspaper press, shows but little inclination to discuss an evil from which its advertising clients are reaping a golden harvest.

It is an old axiom that "Example goes farther than precept" in reforming abuses. When we reflect that a large percentage of churchgoers, our legislators, and those in control of the newspaper press are habitual users of tobacco, no wonder that some reforms move slowly, because it seems an illustration of "Satan rebuking sin" for them to engage in any active crusade against the tobacco habit.

A majority of tobacco users are free to acknowledge it an evil and, if asked why they continue the foul habit, will frankly say, "because they can't live without it." Is death, then, the only hope of reformation open to the tobacco-poisoned grown-up man? What prattling

Pharisees we become when we speak of the poor, miserable opium-smoking Chinese unless we add, in all fairness and justice, poor, miserable tobacco-smoking Americans. Pleading and remonstrance with adult victims to the tobacco habit are alike in vain. It is the youth who fill our public schools that must be taught the baneful consequences of tobacco-using and guard against its contamination. How can this be best accomplished? A feeble and spasmodic effort has been made within the last few years through the use of text books warning against the evils of intoxicants. But they seem to have been crowded out by so much cramming that they are "more honored in the breach than the observance." The writer suggests that better results might be looked for from frequent familiar fatherly talks with the boys by the superintendents or some member of the Board of Education. And frequently there is some member who belongs to the medical profession whose practice and experience of the evils of tobacco-using could subtract from the tedious monotony of everyday school life, and in many cases would leave behind a lasting impression for good. If the lecturer is himself an unfortunate victim of the habit, he could, without any loss of self-respect, offer his own case as an object lesson to prove the truth of his statements. If honest, he will tell his youthful listeners what nine-tenths of all the users of the nasty weed will acknowledge, that he deeply regrets that he ever acquired the expensive, slavish habit.

If an organization similar to the Y. M. C. A., working with the same fearless, untiring zeal which characterizes that noble band of reformers, would

band themselves together in a crusade against the use of tobacco, especially by the present generation of boys who are soon to take the place of their fathers on the stage of life, much good might be accomplished.

Who shall be first to set this ball in motion?

You maidens who in a few years will occupy the responsible place of mothers to a generation I would charge to meet with gentle remonstrance the first evidence of the tobacco habit that comes from the lips of your lover. If he does not listen to your pleading and relinquish a habit so expensive and unnecessary to his own health and comfort, and so disgusting to you, he is unworthy of your love.

A concerted movement by the benevolent and charitable associations of our country to mitigate the evil by discouraging the use of tobacco by young men and boys would wield a powerful influence for good.

What language can we use strong enough to warn the young men of our country to avoid a habit that is filling our poorhouses with demented paupers, our asylums with lunatics and madmen, our cemeteries with suicides' graves, and making desolated homes by the early death of its victims!

W. S. H. WELTON.

Owosso, Mich.

The largest mass of pure rock salt in the world lies under the province of Galicia, Hungary. It is known to be 550 miles long, 20 broad and 250 feet in thickness.

In 1,000 cases of the morphine habit collected from all parts of the world, the medical profession constituted 40 per cent. of the number.

Worden Grocer Co.

Grand Rapids, Mich.

Keep the names of these goods in your mind and when you are ordering write them in your orders and you will promptly receive the best values in the market and goods that will be trade winners.

Canned Goods.

Quaker Brand Vegetables, Duchess Corn, Lima Beans and Succotash, Dinner Party Fruit and Vegetables all kinds, Lakeside Peas. In addition to these we carry a general line of Canned Fruit, Vegetables, Shrimps, Lobsters, Salmon, Chipped Beef, etc.

Coffee.

Quaker, Toko, State House, Mandelhing, Arabian, Golden Santos, Golden Bell, Maracaibo, and a large line of cheaper grades.

Teas.

Quakeress, Our Queen, Princess and a variety of other grades of Japan. Also a full line of Hyson, Congou, Oolong, Gun Powder and Ceylon.

In addition to these special features, we carry a full line of Syrups and Molasses, Provisions, Dried Fruit, Bottled Goods, Grocery Sundries, etc



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E. A. STOWE, EDITOR.

WEDNESDAY, . . . FEBRUARY 2, 1898.

THE ANTI-JEWISH RIOTS.

The anti-Semitic riots in France and in Algiers have had the effect, among other results, of calling renewed attention to the fact that nowhere in the world do the Jews enjoy such freedom and protection as in the English-speaking countries.

In Russia, Turkey, France, Austria, and even Germany and Italy, the Jew is still an object of popular persecution, although many of the great financiers of those nations are of the Hebrew race and faith. The prejudices of centuries have followed the dispersion of the Jews from Palestine and are pointed to as remarkable evidences of the fulfillment of Biblical prophecies.

A more matter of fact explanation of this widespread prejudice in Europe and the East is that the Hebrews have largely become, in all the countries named, and in every age for the past 1,800 years, the money changers and traders and have thus accumulated wealth and enjoyed comforts that have aroused the envy of the natives by whom they were surrounded. The energy and shrewdness of the Jewish race have been proverbial and manifested universally, to the loss of the less competent or more indolent people with whom the Jew has had to deal. His superiority in the respects indicated has been, at least, the obstacle to his popularity.

In English-speaking countries, however, the remarkable descendants of Abraham have met a race capable of holding its own in finance and commerce. The ascendancy of the Hebrew over his fellow citizens has not been marked, and the freedom of Anglo-Saxon institutions and sense of fairness that distinguishes the Anglo-Saxon character have likewise prevented any violent exhibitions of race prejudices. This has always been true in England and America since religious differences ceased to inspire persecutions.

The Hebrews, as we have seen them in America, certainly do not manifest any characteristics that would justify the abuse of the race. They are law-abiding and always enterprising citizens. They make money, but they spend it freely and have aided materially in the upbuilding of the communities in which they are found. In their ranks great philanthropists, as well as great financiers, have appeared, and it is an evidence of the backwardness of civilization and the conception of per-

sonal liberty and justice in Europe that these anti-Semitic riots still occur and are winked at by the governments.

As Disraeli strikingly said upon one occasion, it is singular, indeed, to note Christian prejudices against the Jews when one-half the Christian world worships a Jewish Son and the other half bows before the image of a Jewish mother!

The Tradesman has no fault to find with the cotton operatives in their attempt to keep up their wages; but whether mill owners should lower wages or raise them is purely a question of business. It is purely a question of business, for the mill owner to settle as he can, as purely his own business as it is the merchant's own business whether he will buy a large stock or a small stock, and what prices he can afford to pay. For the merchant and the mill owner it is purely a question of his own profit. It is merely a question as to what course will pay best. In deciding what course will pay best, the wise mill owner, like the wise merchant, has to consider many influences and look beyond the present day or month or year. But he is the one who must decide. He must not do his business on other people's advice—he must not consult the public or the editors. He must decide for himself. The owners of the New England cotton mills had to decide for themselves. They had the most at stake, and they were the best judges. We have no doubt they made the best decision that could be made.

The suggestion that a wholesome midday luncheon should be provided at public expense for pupils of the public schools, which was ridiculed when first made, is now advocated by some leading educators, and enough has been said in favor of the plan to warrant the belief that eventually it will be generally adopted. The experiment has been successful in Boston, and the scheme has much to commend it. It appears that pupils in the graded schools are not the only ones whose capacity for work has been lessened by the lack of proper food, for President Harper said recently that hundreds of students in the University of Chicago were living upon a diet which did not properly support brain work. Evidently the idea that one's intellectual and moral faculties can be satisfactorily developed at the expense of the stomach is about to be relegated to the ranks of exploded heresies.

Rev. Charles A. Crane, a Methodist minister of Boston, advocates the revival of the curfew bell in that city. "Boston," he said the other evening, "owes it to herself, and especially to her boys, to pass and faithfully execute a curfew law which shall require all children 16 years of age and under to be off the streets at 8 o'clock in the winter and 9 o'clock in the summer. Lincoln, Neb., was the first city to adopt the curfew law, about two years ago. Omaha, Denver, Kansas City, Des Moines, Topeka and Evanston, Ill., are among the larger cities which have followed. The testimony in favor of the innovation is strong. The chief of police of St. Joseph, Mo., says that seven-eighths of the people give it their sincere approval. There has been a reduction of 50 per cent. in commitments to the Reform School from that city."

The oldest Mason has not died for some time.

GENERAL TRADE SITUATION.

The record for the week is one of general advance all along the line, both in volume of business and prices, except that pig iron and one or two speculative products show a slight decline. The small advance noted last week in most of the principal stocks has developed into a more decided one, the leading railways showing an average of \$1.37 per share and the trusts 61 cents, and with these there has been a rapid increase in activity in all the leading lines, no less than 2,479,700 shares having been sold during the week. The advance of several cents in wheat during the week is firmly held, and yet there is no decrease in the movement of the past seven months, in which all records since 1892 have been broken. But the corn situation, while attracting less attention, is still more remarkable, the outgo far exceeding that of even the one of that year of great foreign demand. During the time mentioned, the export of wheat has been 136,000,000 bushels, while for the corresponding period of 1892 the outgo was 150,000,000, and for corn the quantity greatly exceeded that of last year, which was considered phenomenal, greatly exceeding the export of 1892.

The present unprecedented production of pig iron is having the effect of bearing the prices slightly in Eastern markets, while at the West consumption, both of pig and its products, is so heavy prices are held firmly. Large sales of bar steel and of rails in the Western mills have taken the full capacity, until orders are being refused for delivery before summer.

The textile situation is somewhat more favorable in the cotton branch, the price of the raw staple showing a slight advance, with a continued improvement in prints as a result of the strike situation. There is even some disposition to speculative buying, something unknown in that line for a long time past. Wool is strong on account of large foreign sales and prices of most of its products are higher for the week. Boots and shoes continue strong at the advance and manufacturers of heavy weights will not take orders for fall delivery at present prices.

Bank clearings, while less than the phenomenal showing of last week by 9 per cent., are still greater than for the corresponding week for many years. The amount was \$1,283,000,000. Failures are still lessening in number, being 288, against 300 for preceding week. This number is less than for the corresponding week in five years past.

In all probability there are still left people who talk of electricity being "in its infancy," but any doubt as to its having far outgrown the juvenile stage is set at rest by some figures which have been lately compiled in the various branches of the art. For example, there are 65,000,000 telegrams sent every year in the United States, and in the same time the telephone exchanges of the country take care of 750,000,000 telephonic conversations. The number of incandescent lamps burning in America is about 20,000,000, and the number of arc lamps reaches nearly a million. The motors already turned out are estimated at 500,000. The investments in mining plants are put at \$100,000,000, and in electrical power transmission at \$50,000,000. All told, the capital represented in the various electrical industries to-day is fully up to \$1,500,000,000, and it is stated on safe authority that in

the main all this capital is earning well, and much of it handsomely. It is estimated that at least 2,500,000 people in the United States are directly or closely dependent upon electricity for their livelihood and sustenance.

Municipal ownership of street railways does not make any noticeable headway in the United States, but in Europe it is going ahead with great energy. Private or corporate ownership of that sort of property bids fair soon to be a thing of the past, in England at least. In Blackpool, Huddersfield, Hull, Leeds, Plymouth, Sheffield and Glasgow, all of the street car lines are operated by the city authorities. In thirty other cities, including Birmingham, Liverpool, Manchester, Edinburgh and London, the municipalities own or operate a part of the lines within their limits. In Cardiff and Southampton the change to municipal ownership will probably be completed before the end of the present year. In various other cities the street railway tracks belong to the municipality, and are leased for so much per mile, with a percentage on gross earnings. The only city on this continent which has made a like experiment is Toronto, where the city owns the roads and leases them to operating companies at highly advantageous rates.

Few people are aware that Prince Bismarck is of Hebrew descent. He derives his Jewish blood from his mother, whose father—Anastasius Menken, one of the favorite bureaucrats of Frederick the Great—was of Hebrew parentage. Although of late it has evidently appeared politic to the Prince to countenance the anti-Semitic movement, both in Germany and Austria, yet while in office he invariably showed himself a good friend of the Jewish nation, and chose the Hebrew banker, at Berlin, Baron von Bleichroeder, as his most trusted confidant. Indeed, in those days he was so well disposed towards the Jews that he even discussed the advisability of marrying his sons to Jewesses, on the ground that it would bring money into the family again, and likewise "improve both morally and physically the Bismarck breed."

The days of severe simplicity in church-going attire, in London at any rate, are long since over. There is a dim tradition that long ago one might not even wear a hat in church, but bonnets only, and these with most respectable ties. Now, the hats outshine the flower beds in the Botanical gardens, and half the audience that takes possession of the chairs in Hyde park after service on Sunday morning to witness the church parade are milliners and dressmakers come to study styles. And nowhere else is such a procession to be seen—men in wonderful frock coats and irreproachable trousers, and women, rouged and powdered, in furs and velvets and brocades far more elaborate and costly than they would think of donning for a morning concert or an "at home."

A shoe dealer in New York says that on account of the newspaper ridicule women have almost entirely discontinued the practice of sending slippers to their pastors at Christmas.

It cost nearly \$900,000 to run the weather bureau last year but that included all sorts of weather, which were dealt out liberally, and given without the asking.

BRITISH EXPORT TRADE.

The manufacturers and merchants of Great Britain are getting uneasy. For years British trade, through competition with Germany and the United States, has been driven into close quarters. Years ago our raw materials greatly impaired British agriculture and now there is every reason to expect a similar result from the introduction of the American manufactured article into Great Britain. England to-day is full of manufactured goods with the recommendation "made in Germany" displayed in almost every shop window, and side by side with this is an equal, if not greater, inducement to buy, "made in the United States."

Among other reasons for this condition of things is English self-conceit. Unchallenged success for many years has led the Englishman to believe that his products are the best in the world and, therefore, cannot be improved, a tenet of fossilized China. Time and again the foreign customer has ordered goods differing somewhat from existing patterns, but all to no purpose. The self-satisfied manufacturer knows better what his customer needs, although seas separate them, than the customer himself, does not hesitate to tell him so, and firmly but kindly refuses to fill the order according to the requirements. The great Sir Oracle of trade has opened his lips and not a bark of protest is to be heard from a single dissatisfied customer. The whims and the fads that sway the world of trade, foreign or domestic, sway not him and they pass him by as the idle wind. Why not? There are the English goods, handsome and well made, sensible and durable. They are the best in the world. They are what you need. Take them or leave them as you will. They are left; and the English export trade suffers accordingly.

Another element which has hurt the British export trade is the labor union. There is hardly a manufactory upon the island which it has not crippled. Always aggressive, always on the lookout for its pretended rights, it has killed not only its own golden-egg-laying goose, but that of the manufacturer as well. By the single agency of the eight-hour movement it has done incalculable harm. By senseless and short-sighted restrictions it has paralyzed every department of English industry and by its suicidal determination to exact for the untrained workman the wages of the expert, it has thrown upon the market an inferior quality of goods, to the detriment of all concerned.

In England, as in America, the manufacturer has found out that the union workman is devoted neither to him nor to his interests. Securing the eight hour measure on the claim that he can do more and better work in eight hours than in ten, he has shown the falsity of the claim by doing less and poorer work in the same time. Having inaugurated a strike in the engineering trade, he has proven by actual test that union labor in the matter of production is a failure; and a leading manufacturer, forced by an existing strike to employ non-union men, has found out that he is getting twice the returns per man from his apprentices than he received from the union skilled workman, working the same number of hours. Allowing for some natural exaggeration—and those who have had even a little experience with the evil are not willing to believe there is any exaggeration—there is no doubt that this organization has done

much to cripple English industry, nor is there any doubt, on the part of those who are in a position to trace the inevitable result of the mischief, that the British export trade, which has led the manufacturing world so long, largely owes its evident decline to the existence of a system that threatens its utter destruction.

FIRST MORTGAGE ON CHINA.

Great Britain and Russia are apparently engaged in a competition for control of affairs in China. This competition at the present moment has taken the shape of active bidding for the privilege of lending the decrepit empire money. China is in sore straits for ready cash and is anxious to effect a loan. One would imagine that with two such powers as England and Russia ready and willing to produce the money, the negotiation of the loan would be easy; but this is evidently not the case, as China is still without the desired loan, although negotiations have been proceeding for several weeks.

In a competition in which money is to exert a paramount influence, there should be no serious difficulty in the way of England securing the upper hand; but in this case threats of reprisals, grants of extensive privileges and grave political questions are so interwoven with the negotiations for a loan that the money involved is quite a secondary matter. Great Britain has offered to guarantee a loan of £16,000,000 in consideration of the control of certain revenues in the event of default. This seems simple enough; but with this proposition is coupled a demand that China must not grant any exclusive privileges or transfer territory to any foreign power. It is also required that Talien Wan, a Chinese port situated just north of Port Arthur, shall be opened to commerce.

Russia has naturally entered a strong protest to these conditions of a British loan, and has herself offered to lend the money required by China upon conditions even more exacting than those proposed by Great Britain. The fact, however, that Great Britain demands the maintenance of the status quo in China has greatly strengthened her position in the East, and were it not for Russian threats of reprisals, the British offer would be promptly accepted. It is even probable that were England to guarantee China protection against Russia and other European powers, Russian advice would be quickly ignored.

The British position of opposition to the dismemberment of China meets the warm support of Japan, and there is no doubt that the moral support of this country is also to be counted on, as a dismemberment of China would be damaging to American trade. Even Italy has sided with Great Britain, which is a matter of some value, as the Italian navy is powerful.

Notwithstanding her apparent disinterestedness, however, there is no doubt that the acceptance of a British loan by China would give Great Britain a first mortgage on Chinese territory, and a great ascendancy in Chinese trade. Russia's position in China, which a few weeks ago seemed impregnable, is perceptibly weakening, while British prestige in the Far East is rapidly reviving.

Sixteen years ago a steel warship had not been built in this country. Now we're building them for Japan, and have steel warships to burn.

THE PRESIDENT ON PROSPERITY.

In his address before the National Association of Manufacturers, at New York, President McKinley presented some sound and admirable views. In speaking of the limitations of legislation in the matter of restoring and creating prosperity, he said:

National policies can encourage industry and commerce, but it remains for the people to project and carry them on. If these policies stimulate industrial development and energy, the people can be safely trusted to do the rest. The Government, however, is restricted in its power to promote industry. It can aid commerce, but not create it. It can widen and deepen its rivers, improve its harbors and develop its great national waterways; but the ships to sail and the traffic to carry, the people must supply. The Government can raise revenues by taxation in such a way as will discriminate in favor of domestic enterprises, but it cannot establish them. It can make commercial treaties opening to our manufacturers and agriculturists the ports of other nations. It can enter into reciprocal arrangements to exchange our products with those of other countries. It can aid our merchant marine by encouraging our people to build ships of commerce. It can assist in every lawful manner private enterprises to unite the two oceans with a great canal. It can do all these things, and ought to do them; but, with all this accomplished, the result will still be ineffectual unless supplemented by the energy, enterprise and industry of the people. It is they who must build and operate the factories and furnish ships and cargoes for the canal and the rivers and the seas. It is they who must find the consumers and obtain trade by going forth to win it.

This is far from according with the false notion that is growing into popularity, that governments have the power to create prosperity by the exercise of some wonderful mysterious process that may be likened to magic. The President shows that any such belief is contrary to all governmental power. The revival of business, and the creation of new enterprises, must depend wholly upon the people. All the Government can do, or any government can do, is to strive to produce conditions favorable to the growth and development of commerce and industries; but it cannot be sure even of that much, since the crops, the weather, the contingencies of public peace or public excitement, will often operate to modify or neutralize advantages.

HAWAII AND BEET SUGAR.

There is no compromise or compounding of differences in the fight being made by the beet sugar growers on the Hawaiian annexation treaty, and, although the cane sugar growers have not come forward as prominently in opposition, their objections to the treaty are none the less strong.

Attempts have been made by no less an authority than the Secretary of Agriculture to show that the annexation of Hawaii would in no way damage the growing beet sugar industry of the United States, because, according to his view of the case, Hawaii had about exhausted her possibilities as a sugar producer. The opinions of persons who have visited the islands do not agree with the view of the secretary, but, on the contrary, such persons declare that the influx of American capital which would follow annexation would develop the sugar industry to twice or thrice its present proportions.

On the other hand, Henry T. Oxnard, President of the Beet Growers' Association, claims that the Sugar Trust is the real power behind the annexation

agitation, because the trust would be the principal beneficiary. The trust, he declares, desires supplies of raw sugar on a basis as near duty free as possible; hence the annexation of Hawaii, by holding out a promise of increasing supplies of free raw sugar, is a tempting morsel for the monopoly.

Mr. Oxnard also maintains that the Sugar Trust is anxious to strike a blow at the beet-sugar industry, because the beet-sugar factories produce refined sugar, which replaces an amount of the trust's refined sugar equal to the aggregate output of the beet factories. As the annexation of Hawaii would injure the beet growers and restrict their power of production, its ratification would necessarily prove advantageous to the Sugar Trust.

Under these circumstances it is but natural the beet-sugar growers and cane-sugar growers should bitterly oppose the Hawaiian treaty. Louisiana sugar producers have felt the ill effects of free Hawaiian sugar for many years, and have never ceased to ask for the abrogation of the reciprocity treaty. Opposition to that treaty necessarily implies opposition to annexation, as the absorption of the islands would only serve to intensify the evils of reciprocity.

FIGURING RAILWAY PROFITS.

The business done in the year 1897 by the railways in the United States is summed up by the Interstate Commerce Commission to have been as follows: They carried over 13,000,000,000 passengers one mile. They also carried 95,000,000,000 tons of freight one mile. The total amount paid in dividends on stock was \$87,603,371—call it \$88,000,000. Of the total earnings of the railways about 70 per cent came from freight service and 30 per cent. from passenger service.

It is assumed that of the \$88,000,000 paid in dividends 70 per cent., or \$61,600,000, was profit on freight service and \$26,400,000 was profit on passenger service. Drop fractions and call it \$62,000,000 from freight and \$26,000,000 from passengers.

The Chicago Railway Age figures out that by dividing the passenger profit into the number of passengers carried (13,000,000,000) it is seen that the railways had to carry a passenger 500 miles in order to earn a dollar of profit—or five miles to earn one cent. Their average profit, therefore, was less than two-tenths of one cent for carrying a passenger (and his baggage) one mile.

By dividing the freight profit into the freight mileage (95,000,000,000) it is found that the railways had to carry one ton of freight 1,530 miles in order to earn one dollar, or over fifteen miles to earn one cent. The average profit, therefore, was less than one-fifteenth of a cent for carrying a ton of freight (besides loading and unloading it) one mile.

It is evident that the profits of railways depend on the vastness of the volume of their traffic.

The young man who gambles and neglects his business is preparing a stack of blues that will make him wish he had never been born.

Thousands of prepared obituary notices on hand in different parts of the world have probably prolonged the life of Gladstone.

A hustler is a man who is trying to do something. A loafer will not do anything himself, nor let any one else.

Clerks' Corner

Mr. Bostwick's Clerk Makes New Plans.

Written for the TRADESMAN.

I am free to confess that I was curious to know what Will Morris had made up his mind to tell me. I knew that any manifest desire to know on my part would at once thwart the gratification of that curiosity. He, like many another, was ready to tell when the telling would give pleasure only to himself; and so, with an "All right—go ahead—I can stand it, I guess" in my voice, I settled down into my chair to listen.

The story was not soon forthcoming. But the preliminaries, although dilatory, were interesting. First a small table was placed between us. Then an immaculate white cloth was spread over it. Plates and paper napkins and cups and saucers for two followed. Wafers and cheese next appeared. Finally, in a diminutive apparatus, water was placed to boil and in an amazingly short time "the cup that cheers but not inebriates" was sending up its grateful incense in front of each of us.

"I know what you're thinking, and I won't wait for you to ask me," the young fellow began, as he passed me the cream and sugar. "More than once lately," he continued, "when I have come into the house, Mr. Bostwick has called me into the other room and given me what he calls a 'night-cap.' Sometimes it's one thing and sometimes it's another. It's good—there is no denying that; but I found that I was beginning to rely upon having it, and that won't do. I made up my mind, when I came into this house, that the old had passed away and that some, if not all, things were to become new. So, when I happened to see this little arrangement on the street, the other day, I bought it. I works like a charm; and, while I don't care much for the tea—it's an old woman's drink—I do find that it's better than wine or a cocktail, and puts me sooner to sleep. I don't intend to take it often; but sometimes, you know, when I'm pressed to take some of the other, I plead unusual weariness and brew me a cup of tea. I'm afraid I shall have something to tell you in that line one of these days; but I hope not. Have another cup? Don't be afraid to say so; and destroy all the rest of the stuff you can."

Then, and not until then, did the provoking fellow settle down to business: "This thing began long before Mr. Bostwick began to find fault with me. I'd been thinking that I was getting as near the end of my rope as I cared to get; and you know that, at a certain age, a fellow stops his foolishness if he's ever going to. I'd got tired of the whole blamed business; but when the old man began to follow me up, I got mad and kept him busy. But all the time I knew that he was right and that I was wrong. I wouldn't have cared so much if he hadn't acted and talked as if he had a perfect right to criticise me. That I wouldn't put up with. But, when I fancied that he was really on my side and that he had my interests at heart, I began to pull myself together and think over what he'd been saying. That little bit of fault-finding when you first dropped into the store somehow stuck in my crop, and, try as I might, I couldn't get it up or down. I thought that, after I had been in the store all day, I was tired enough to get out and get rested by having a

little fun; but one day it occurred to me that there couldn't be anything exhausting in the thinking line, when I was doing the same thing over and over again all day long, and that a good part of being too tired for anything but fun was sheer nonsense. It was easy enough to try, and I did. I fished out my old algebra from a lot of rubbish in the bottom of my trunk and struck into the old mix-up of x, y and z. I got interested and pegged away at it for two or three hours. That gave me the headache. Of course it did, and the more so because I never liked mathematics any too well. Then I cut my study down to an hour, and I find that that hour—just that and no more—every day is a change and a rest and is widening me every way. I've begun back at the beginning and am doing what I can in the sixty minutes. I have my game at billiards, I go out for a game of cards, when I feel like it, I make a call now and then; but these in no way interfere with that hour, and I know that I'm better for it every way. After you told me what you did about that wholesale grocer in Grand Rapids who is such a fine scholar, it sort o' stirred me up to imitate him, and I can do it as far as the idea of being too tired to study is concerned. That is exploded—and it didn't make any noise to speak of, either.

"And the story you told me of an editor in that same city also fixed me up considerably. His working all day as a reporter on one paper and almost all night preparing articles for another, to keep the wolf from the door, and following it up, shows what a fellow can do if he's a mind to. And this is a more striking instance than the other, because his wasn't any change of work from physical to mental. Well, if these men can do something of that sort, I know I can; and I've worked long enough now to convince me that I can do it and enjoy it and not grow thin on it.

"Do you know, I was afraid that the folks would think me an odd stick for leaving that room downstairs and making such a fuss over this one? But it sort o' gave me something to think of, and so on that account I didn't try to hurry it along. After the room was done, I made up my mind that I'd study in it; but I found that I couldn't do that night after night. Folks may say what they've a mind to about home billiards and all that sort of thing. Take the table in the other room there—fine, but it doesn't satisfy. Only the other night, Mr. Bostwick phoned home that we were too busy to come home to dinner. We dined at the Brown and afterwards went over to the Albany and had our game of billiards. When he put up his cue, the old man spoke for us both when he said, 'Will, the table at home is all right; but when we want a game of billiards we shall have to take it down town.'

"Now that I have the room to my mind, I'm going to see what I can do for the other fellows. They all like to play cards, and they don't like to get into a room where they are afraid to use the things. So I'm going to have the fellows I like come here just as often as they like. As long as the newness lasts, they'll drop in often. Then, when it gets to be an old story, I'll think of something else, or they will, and so we'll manage to keep together. If we do then, something will come of it; and perhaps, if I stick to my hour every day, as I know I shall, there may be another editor or another wholesale grocer for the coming clerk to model after—this time not in Grand Rapids."

There was more, but you fellows will have to wait until next week.

RICHARD MALCOLM STRONG.

WISDOM

Doesn't consist in sitting still and looking solemn—far from it. Our conception of wisdom, from an up-to-date standpoint, is to stir around lively and hustle for business. We can push



"ECONOMY IS WEALTH"

with a good grace because we know that it is a sterling article. We are satisfied to look our customers in the face next month or next year. It is simply impossible to make a better flour than Pillsbury's Best—in fact, if there's another flour as good, we don't know where it is. Pillsbury's Flour represents the experience of forty years in milling, and if experience counts for anything in this world—and we rather think it does—the manufacturer ought to have things down pretty fine by this time.

Breaking the Record

The papers have not yet ceased discussing the record-breaking Kaiser Wilhelm. Why she did it is lost sight of in contemplation of what she did. There is a reason why this boat won, and why others have not won. The secret was in her build. Make anything right, and it's bound to beat, no matter whether it is boats, or flour, or lard, or canned goods or cigars. Our

Old Fashioned Lard
Emblem Brand Canned Goods
New Brick Cigars

are made right, and this accounts for the enormous business we are having in all these lines to-day.

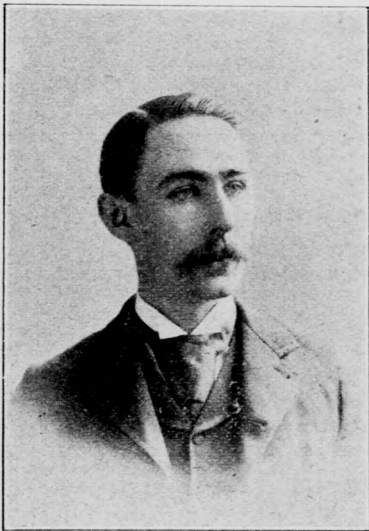
Clark-Jewell-Wells Co., Grand Rapids, Mich.

MEN OF MARK.

C. M. Drake, of the Firm of W. R. Brice & Co.

We all like to read of the career of successful men, not so much that we may, or can, do likewise, but because of that inborn hero worship common to every one—a hero worship that finds expression in applause for the actor, laurel crowns for the victor, and esteem and admiration for him who successfully meets and masters the complex business problems of this intensely competitive industrial age. Evidences of this hero worship are constantly in print or passed by word of mouth. Only just now some one reminded you that the great statesman was a rail splitter; that a well-known railroad man began his career on the section above Kalamazoo, or that a well-known commission merchant began life as egg sorter in a dark and dismal basement.

C. M. Drake was born on a farm near



Newton, Sussex county, N. J. At the age of 16, he left the farm to enter the mercantile business. He found employment in a butter and egg house in New York, and, commencing at the bottom of the ladder, gradually worked his way up, until the firm sent him out on a Western trip soliciting goods. He made a success of it from the start and was thereafter kept on the road a good part of the time. At the end of ten years he was the leading man in the house where he started. Being offered a more lucrative position in a Philadelphia commission house, he accepted, and was for many years identified with that house. One of the partners of the firm of McCandless, Brice & Co. having died, Mr. Drake was offered a partnership in that house, and the name was changed to W. R. Brice & Co., Mr. Drake being the company end of the firm. By hard work he has put new life into the old firm and to-day the name of Brice & Co. is known as one of the leading houses of its kind in the Philadelphia market.

On one of Mr. Drake's trips to Michigan, he was taken sick at Manchester, where he was in the habit of going for the purpose of purchasing goods of C. W. Sanford, who is one of the pioneer creamerymen of the State. Mr. Sanford insisted on taking Mr. Drake from the hotel to his own house, and during a long and tedious illness, the weary hours were brightened by the presence of Mr. Sanford's daughter, who came to regard the Philadelphian with some-

thing more than ordinary interest. The feeling appears to have been reciprocal, for Mr. Drake's partner noted that he was calling at Manchester more frequently than the necessities of his business required, and a few months later he persuaded Miss Sanford to change her name to the unmusical cognomen of Drake and exchange the peace and quiet of Manchester for the noisy bustle and narrow streets of Philadelphia. That was five years ago, and neither party to the arrangement has since had occasion to regret the decision.

Personally, Mr. Drake is one of the most companionable of men. An inveterate talker, he delights to converse for hours on the advantages of the Philadelphia market, the superiority of his house, the sturdy good sense of his wife, and, incidentally, the victories he has won in soliciting consignments of dairy products in competition with those who were on the ground ahead of him. To appreciate what a really good fellow he is, just ask him to loan you a 10—or send him a carload of fresh eggs—he says it makes no difference which, in the present state of the market.

Jackson Grocers Take a Night Off.

Jackson, Jan. 29—The members of the Jackson Retail Grocers' Association held their seventh annual social at the A. O. U. W. hall, Thursday evening, Jan. 27. To say that it was a gratifying success would be stating it very mildly. It is a matter of fact that this annual social is one of the greatest events of the year in this city and each one seems better than its predecessor. Ample provision had been made for the banquet, music, literary features and dancing. The hall was neatly decorated with flags and bunting and the tables and open spaces with potted plants. Four rows of tables were set the entire length of the hall, with a seating capacity of 230. The management devolved upon our President, Geo. E. Lewis, and was very creditably performed. C. G. Hill had charge of the tables and, being an old hand at the business, it is not necessary to say that it was well done. Two grocers attended to the wants of the people at each table and their experience in waiting on customers affords ample proof that the desires of our guests were well attended to.

The doors were thrown open at 9 o'clock. The guests marched around the tables to music by the orchestra, when they were invited by the President to be seated and the following program was rendered:

Address of Welcome—President Lewis.
Piano Solo—Miss Mamie Casey.
Song—Bert Tyrel.
Recitation—Dr. H. G. Glover.
Song—Matthew Casey.
Song—Mrs. C. C. Hague.
Vocal Duet—Misses Mabel and Hazel Cole.

Song—Mrs. Azariel Smith.
All of the numbers were heartily enjoyed and responded to. The supper, consisting of the substantial and delicacies of the season, was next in order. There was not enough room for all at one sitting, and one of the tables was reset for fifty people. After the supper, the tables and chairs were quickly cleared away and a dance program of ten numbers was the finale of a truly happy time for all.

W. H. PORTER, Sec'y.

There was a time when the government of India had to import annually \$250,000 worth of quinine, and did not get enough of it even then. After a great many experiments, the cultivation of the cinchona tree was made successful in India, and now there are 4,000,000 trees in Bengal, and every rural post-office in India sells a five-grain packet of the drug for half a cent, while the government makes from \$2,000 to \$3,500 a year out of the profits.

Jackson Business Men's Association.

Jackson, Jan. 29—At a meeting held in the council chambers Jan. 28, a permanent organization of the Jackson Business Men's Association was perfected and the following officers were elected for the year:

President—James J. Keeley.
First Vice-President—E. C. Green.
Second Vice-President—M. W. Hoffman.

Secretary—W. H. Porter.
Treasurer—B. S. Mosher.

The election of the Board of Directors was postponed until the next meeting. Constitution and by-laws were adopted and 500 copies were ordered printed in sheet form for distribution among the manufacturers and business men of the city.

It was decided to leave the charter list open to all who wish to join for a period of sixty days, and no membership fee will be charged during that time, the only expense to members joining during that time to be \$1 for the annual dues, to be paid in advance. A committee to solicit members, consisting of the Secretary and Messrs. Whitaker and Eberbach, was appointed.

The next meeting will be held Feb. 11.
W. H. PORTER, Sec'y.

A Portable Monument.

From the Springfield Republican.

Abraham Isaacstein appeared the other day with an unusually fine diamond in his shirt front. Jacob Goldstein, after admiring the glitter at a distance, approached and remarked to Abraham:

"Dat vas an extremely fine diamond, Mr. Isaacstein."

"Ain'd it?" said Abraham, complacently. "Dot stone is valued at five hundred dollars."

"Vere did you got idt?" enquired Jacob. "Did you buy idt?"

"No, Yacob," said Abraham; "when Joey Silverstein died the other day he gif me \$500 to bilt a monument for him, an dis is der stone."

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave; Treasurer, N. L. KOENIG.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMMER.

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, GEO. M. HOCH.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.

President, THOS. BROMLEY; Secretary, FRANKA. PERCY; Treasurer, CLARK A. PUTT.

How's Your System?

We mean your system of advertising. System is necessary in everything pertaining to business, and the merchant who recognizes this fact is in a fair way to win success, and will see to it that his advertising is conducted in a systematic and not in a spasmodic manner.

Merchants who have adopted our method of advertising have a perfect system that is constantly in operation. They first decide what per cent. they can afford to use for building up trade and from this they figure the amount of trade to require for each premium offered; and as they get the cash trade in advance before giving the premium, they take absolutely no chances on their advertising investment. Some disgruntled merchants who find trade dull complain at the advantages of their competitors who have adopted our system. They call it a "humbug," "fraud," etc., but they cannot expect to draw trade with bygone methods. Our customers give their patrons their advertising expenditure. Is that wrong in principle or policy? Advertising is conceded to be absolutely essential to the success of any business. Therefore, in making the selling price on your goods you must consider this point: If advertising could be done away with—and some foggy merchants who fear competition wish it could be—why, then prices could be made somewhat lower, but the tendency of the times is to seek a higher, not a lower, level.

It does not matter how large or small your business is, we can help you. If you can afford to spend anywhere from \$50.00 to \$1,000.00 a year for advertising, our system will give you the most for your money, and it brings the merchant and his customers together on a mutually pleasant and satisfactory basis.

Our method of business is endorsed by all the Trade Journals of the country, as it is founded on strictly legitimate principles, and should not be confounded with Trading Stamp methods. We would like to send you our catalogue.

Stebbins Manufacturing Co.,
Lakeview, Mich.

MENTION TRADESMAN

Fruits and Produce.

The Changing Conditions of the Commission Business.*

Everything changes. There is no stability found in anything under the sun. While man is progressive and civilization advances, it cannot be expected that trade and commerce will be at a standstill. Discoveries are forever producing improved means and new methods of transacting business. In every branch of commerce the methods are different from what they were a score of years ago, although in some instances there is a "reasonable doubt" whether the changes are improvements or not. That the conditions surrounding the commission business and the means and methods employed are different, and largely so, to-day from those of twenty-five or more years ago needs no argument; the merest mention of the fact is all that is needed. Still, a glance at the manner of conducting the business then will be of interest, and each can make the comparison with the present practice to suit his individual surroundings.

Then, the commission business, as generally understood, was limited in extent, and the manner of securing consignments was on the idea that a promise was a practical contract. A man's word was given, and each side accepted the same with more or less confidence and a certainty that the conditions of the virtual contract would be fulfilled as far as possible.

In the early part of the season one of the firm, or a thoroughly competent representative, would visit the sections from which he expected to draw his supplies for the conduct of business. He would call on the shippers, gain information as to the extent of the preparation for the coming crop, learn what the prospects were at the time of his visit, gather all the information possible concerning the general outlook, receive the assurance of business and reach his home city in ample time to take an active part in the disposition of the shipments that he was sure of receiving. A close relation was thus established between the shipper and the receiver, and confidence by the close contact with each other. The shipper, having pledged his patronage, felt in duty bound to carry out his part of the contract, and consigned his produce, whether of fruit or other products, as he had agreed, without the interference of local representatives. On the other hand, the commission merchant had before him the intimate knowledge of his shipper's crop and method of preparation, and also had the positive assurance that he could go and make plans for the amount of business pledged, with a certainty that he would receive it. The practice of breaking up the supply into exceedingly small shipments had not become common, so that he was perfectly safe in assuming that the consignments would reach him in reasonably large quantities. This in turn obviated the need of having so many shippers, as the larger the consignments, the fewer number of shippers would keep him supplied. The shipper, having given his word that a certain house should have his patronage, later comers, while treated with the utmost courtesy, would be met with this reply, "I have promised my business to — and cannot honorably change," and as a rule his word was "as good as a bond."

Then, too, the commission merchant was supposed to, and did, handle almost everything produced on the farm in field and in garden. With fruits and vegetables, he also handled butter and eggs, cheese and dried fruits, with pork, poultry, veal, and even hides and tallow; in short, everything that could be produced, possibly excepting grain. With such a variety of products, he had a supply practically the year around, which enabled him at all seasons of the year to make his expenses at least, leaving the busiest months to create something of

a surplus. Gradually, however, the conditions changed.

The old style of making and packing the "hodge podge" butter product of the neat and the slovenly, the expert and the novice, the educated and the ignorant, gave way to better and cleaner makes of dairy, and larger and better consignments, that merited special care in their sale.

Those who had a particular aptitude for that branch of the commission business, and alert to the demand of the hour, at once saw that, to properly care for the consignments of butter and cheese, additional facilities must be provided, aside from those that had hitherto, and still are, considered sufficient for the handling of fruits, vegetables and the coarser kinds of produce.

The first step was the setting aside space for the better caring for dairy products, and keeping them in the best possible condition and separate from anything that would taint the stock or destroy its flavor. The next move was the setting up of departments. Sometimes crowded, it is true, but it was an attempt that proved successful in a greater or less degree, depending upon the executive ability of the firm, and more particularly those having the business especially in charge.

It was not long before ice refrigeration was resorted to as an additional aid to produce the best results. This increased the business of those who paid especial attention to that branch of their business, so that the butter and cheese interests soon crowded the fruit trade aside.

As some found the dairy products paid them the best results, they gradually neglected the fruit interests and devoted their energies to that especial branch of the business. In like manner, those who from taste and special fitness developed an aptitude for the fruit business, and paid especial attention to that, met with success, and it led them to pay less attention to the dairy products until at present the line of demarcation is sharply seen and everywhere recognized.

We thus have now some engaged entirely in handling fruits and others who devote themselves exclusively to the dairy products. A further subdivision and concentration of effort is seen in the houses who devote themselves entirely to one article. Some handle only cheese, others butter alone. Frequently, however, the two are combined. Others will have fruits exclusively, while there are those who make a specialty of potatoes and onions. With others, apples are their main line, and we might go on and mention thousands whose business is distinctly citrus fruits, and so on to the end of the list.

This is following out the law of natural selection; that law cannot be safely ignored, but demands recognition of the general principle that only those fitted for especial lines will at all succeed.

All can see that the conditions have changed. With that change has come this general result—that the busy season of almost all has been very materially shortened. The concentrating of the energies of a man on his specialty has made him an expert in his chosen line. He pursues this with all the energy and vim of his character, but he has shortened the period of activity, and while his profits for a given length of time equal or even exceed those possible under the former method, his season has been materially shortened.

The man that devotes himself largely to the handling of fruits and vegetables, etc., transacts the larger portion of his business in the spring and summer months. He who devotes himself largely to apples, in the fall and winter months. That man who devotes himself to potatoes has several months in the year in which he can do but little. In the dairy industry, the business is more even, yet in that line there are very marked seasons of depression.

With the rush of business comes a large expenditure for rents and help that makes a tremendous burden to be carried during the "off" season. It is all right and easily borne during the busy season, but during the "dull times"



R. HIRT, Jr.
Produce Commission Merchant
 * Market Street, Detroit. *
 Write for particulars.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,
ST. LOUIS, MISSOURI.

POTATOES BEANS SEEDS

We buy DAILY: Potatoes, Beans, Clover Seed; if any to offer, Wire or Write Us. Send Liberal Samples Beans, Seeds.

MOSELEY BROS., 26-28-30-32 OTTAWA ST.,
 GRAND RAPIDS, MICH.
 Established 1876. Jobbers of Seeds, Potatoes, Beans, Produce.

Big Red Apples

From Arkansas, furnished by the barrel or carlot.

Oranges, Cape Cod Cranberries, Honey, Lemons, Bananas, Sweet Potatoes, Red and Yellow Onions, Spanish Onions.

BUNTING & CO., Jobbers,
 GRAND RAPIDS, MICH.

Ship your....

Butter, Eggs and Produce

to us. Our Commission is 10 per cent, but you get all your goods sell for.

HERMANN C. NAUMANN & CO., DETROIT.
 Main Office, 33 Woodbridge St. Branch Store, 353 Russell St., op. Eastern Market.

We are in the market to buy

PEAS, BEANS, POTATOES

Onions and Onion Sets, Clover Seed, Alsike, Pop Corn, etc.

If any to offer, Telephone, Wire or Write us, stating quantity.

ALFRED J. BROWN SEED CO.,
 24 and 26 North Division St., GRAND RAPIDS.

What you need when shipping **Butter and Eggs** is a GOOD, COMPETENT HOUSE to receive them.

HARRIS & FRUTCHEY

60 W. WOODBRIDGE ST., - DETROIT

have every facility for handling large or small lots and making prompt returns.



WE will send our Machine on 10 days' trial to interested parties, as we know that it will give satisfaction. A card will bring Circulars, Prices and a Machine if you wish.

MILLER BROS.,
 ROCHESTER, MICH.
 Mfrs of Foot and Power Bean Picking Machinery.

*Paper read by Geo. W. Barnett, of Chicago, at annual convention of the National League of Commission Merchants at Buffalo.

that come to each branch of the commission business the necessity of providing some means by which the expenses, at least, can be met has forced a great many, in fact, we may say the majority, to abandon the purely commission idea, and to supplement their income by merchandise purchases. This is apparent to any one who has studied the question even ever so slightly. For instance, the purchasing and storing of apples is quite an important item. Those who are not devoting their special time and attention to that line are at a disadvantage as compared with the expert with those lines, but still the necessity of purchasing, to tide over the dull time, is apparent.

Another factor that has come into prominence during the past few years is the tendency to dispense with the commission merchant. All the sins of the decalogue—almost—the shipper charges against him, possibly excepting murder—and he is even accused of "murdering" the profits of the grower. Rightly or wrongly, all things are laid to his door. If the railroad company fails to deliver his goods, the complaint comes to the commission merchant; if he overstocks the market, it is the commission merchant who doesn't sell it fast enough, regardless of the law of supply and demand.

The spirit of dissatisfaction was fostered by unworthy means until, instead of having one or at most two men as correspondents, to dispose of shipments, it would seem to be the rule to have as many as possible at work on one man's shipments. It is a matter of record that as many as seven consignments were made on the same day by one man out of a total shipment of seventy-two quarts of strawberries, four of these consignments being to the same city and coming on the same train.

No longer is the visit of one of the firm or of an expert employe sufficient. It must now be supplemented by the "local" who assists the shipper—and draws his pay in the shape of a liberal percentage of the commission—a marked change in the condition.

Now, too, there is no supply that can be considered assured. The shipper, possibly actuated by distrust, considers himself under no obligation to ship to anyone, and even if goods are regularly consigned, billed and en route, he will, without any hesitation, sell, and order a transfer by telegraph, leaving consignee, "local" and all without goods, and the consignee, acting on invoices and the general good faith he had in human nature, had perhaps sold the shipment, "to arrive."

The principle of co-operation among the smaller shippers, which has been carefully fostered by legitimate reduction in transportation charges, is largely responsible for this feature; for it is possible, by combining the shipments of several, to make a lot large enough to attract buyers. This has progressed so far that it has almost reached the point where, to be sure of a supply at the time when needed, the commission merchant is forced to buy or go without. Without condemning this selling, it is one of the "changes" that must be considered, and the effect on our business taken into account.

That this method of selling is a necessity or all gain to the producer, we are not willing to admit. The reason usually assigned is the risk of shipping and the uncertainty as to the honesty of the receiver. To the first the sufficient answer is, the buyer will discount all chances of loss, so far as possible to do so, and provide for that in the price he pays for the goods. If he can and does pay a price that, as a general rule, seems large to the owner, there will still be a liberal margin to cover possible loss.

As to the second objection, the National League of Commission Merchants provides a safeguard that has not yet been successfully attacked, so that there is no special reason why the rule of former times should not be observed.

The advantages of shipping in carlots and having the cash in hand are not to be overlooked; but that is not all margin. The result of selling thus, and

leaving the dealer without supplies, and compelling him to supply his customers, will have the result of causing the seller, who is always on the "bull" side, to become a buyer, who is always on the "bear" side, and interested in keeping the price down. "It is naught, says the buyer, but when he goeth away he boasteth" is as true now as three thousand years ago, and human nature changes but little.

When the selling agents for the producers are changed into buyers on their own account, the net result to themselves will not be less after the change. No man will be interested in maintaining a high market in which to buy. The only standard by which the grower can judge is the market his own products make, and if he sells the best, and consigns only the inferior, the price will be low, and on this low price he bases his asking figure.

A commission merchant will have little inducement to work his best if he knows that, no matter how earnestly he serves his patrons, he is liable to lose his business when most needed. With this cutting into the commission business, as above hinted at, the active, energetic man finds that, to keep even with expenses in the dull times, merchandising is a necessity, and he is willing to accept a small margin of profit rather than let his plant lie idle and make inroads into his capital.

There are expense charges that cannot be reduced. Rent, experienced help and certain incidental expense charges must be met, no matter how small the volume of the transactions in the dull seasons. The commission merchant is satisfied if he can, by using his experience and the plant which is necessary for the handling of his business in the busy portion of the year, pay his expenses when business is slack. This makes a factor that interferes in a measure with the special lines of others. If the one will work for cost rather than suffer loss, no one else can make any reasonable profits in the same line of business, but it is an absolute necessity with the one, which makes it exceedingly hard for the other.

We may as well look squarely in the face the situation which has gradually come about, and with careful wisdom supply ourselves with such goods as will enable us to hold our trade during the season when we can expect little, if any, shipments of our chosen branch. We must supplement our consignments by purchases of such products as we can handle to advantage, and the purely commission business will be confined absolutely to those strictly perishable lines which no one can handle with any safety.

We must not be left behind. Let us study carefully the needs of our chosen lines, be models of business probity, honor and energy, keep fully abreast of the times, and with old-time grit and determination keep fully up with every changing condition that confronts the commission business.

Turned the Tables on the Lawyer.

A well-known lawyer relates the following story with great gusto. Some time ago he had under cross-examination a youth from the country, who rejoined in the name of Sampson, and whose replies were provocative of much laughter in court:

"And so," questioned the barrister, "you wish the court to believe that you are a peacefully-disposed and inoffensive kind of person?"

"Yes."

"And that you have no desire to follow in the steps of your illustrious namesake and smite the Philistines?"

"No, I've not," answered the witness. "And if I had the desire I ain't got the power at present."

"Then you think you would be unable to cope successfully with a thousand enemies and utterly rout them with the jawbone of an ass?"

"Well," answered the ruffled Sampson, "I might have a try when you have done with the weapon."

The export trade of Germany has increased 40 per cent. since 1872.

W. R. BRICE.

ESTABLISHED 1852.

C. M. DRAKE.

W. R. Brice & Co.

Butter and Eggs on Commission

Philadelphia, Pa.

The largest receivers of Fancy Butter and Eggs in Philadelphia.

Successful Shippers
Succeeded by Shipping
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Such Commission Houses
Advertise in
Successful Papers

ANCHOR BRAND

OYSTERS

Will please your customers and make you money.
Popular prices prevail. Ask for quotations.

F. J. DETTENTHALER,

117-119 MONROE STREET, GRAND RAPIDS, MICH.

MERE ASSERTION

Does not carry the full force of conviction. But when a man has tested a thing for himself, and knows that it is true—that it pays—there is no longer any room for doubt. The

MICHIGAN TRADESMAN

pays its advertisers in a way that makes repeaters of them. When they once try it they come again, they stay. The circulation is not based on the papers printed and circulated helter-skelter, but on the number actually paid for yearly in advance. Sample, rates and the facts about it sent free on application.

TRADESMAN COMPANY, Grand Rapids.

Shoes and Leather

Brief Experience of a Traveling Salesman as Storekeeper.

I have always wanted to try my hand at selling goods on the road, so when my friend Von Order called on me last week and suggested that I take his samples out for a few days, while he took my place behind the counter, I jumped at the offer.

I came home suddenly and found Von Order hiding down in the cellar. "What's the matter?" I asked, when he had gotten well seated on the box and was cheerfully whittling the soft pine packing case with my best shoe knife. "How have you gotten along and how do you like retailing?"

"How do I like it? How do you like it on the road?"

"Oh, fine," I answered.

"That's just it. It's dead easy to sell goods to men who know something, but when it comes to trying to push goods on these jays who come in here to look at your line—well, I'd rather try to shovel Coney Island into the water with a toothpick. Like it? By heavens, I—"

"Weren't you ever in a shoe store before?"

"Ever? Why, of course. Thousands of 'em."

"I mean to sell goods."

"Well, so do I. What the — would I go in for?"

"I mean, did you ever clerk in a shoe store before? Retail shoes, you know?"

"No, I never did, and so help me, I—"

"Why, it's easy enough."

"Yes. So's lying, but it doesn't always bring home fish."

"Well, tell me about it."

"All right. Say, I guess the kid can tell you. Now that you are home and it's getting nice and dark, I'll just slip out the cellar door into the alley and put for home. I haven't had anything to eat since breakfast except a little lunch the kid brought down at noon of crackers and cheese, that he bought at the grocery, to keep me from starving. I'll be back and see you to-morrow sometime when there isn't any danger."

And Von Order opened the door cautiously, looked up and down the alley and stole quietly away.

I went upstairs a good deal confused. The little clerk was just lighting up.

"Come back here, Jimmy," I said, "and tell me how everything has been since I've been gone."

Jimmy finished lighting up, came back and perched on my stool, broke his gum off from the place under the desk where he keeps it stuck, and I sat down in my easy chair.

After Jimmy had gotten his gum well started and I had found a good cigar on my desk, where Von Order had evidently left it by mistake, the little clerk began:

"Well, you see, Mr. Von Order, he come down here early the mornin' you went away, an' him an' me swept out an' fixed things up out o' sight. He's a mighty good fellow, too, that man, only he tried to teach me to chew tobacco the first thing so's to kind o' keep him comp'ny, he said, an' I was laid out here on them boot boxes under the 'do-up' counter for quite a while, right the first mornin', an' he had to do all the waitin' on that was done.

"I was awful sick, but I could hear everythin' just as well an' see out through the cracks most everythin'.

Well, the first bloke that drifted in was the new minister over to your church."

"No!"

"Yes, the Rev. Mr. Blue. They say he's an awful strict Presbyterian, but he don't look churchy at all. Looks more like a hosjock, an' I guess that's what Mr. Von sized him up for, 'cause he drifted up to the front an' says he, 'Hello, Cully, great mornin', ain't it?' Like that, see, tryin' to be pleasant an' sort o' on the level.

"Well, the minister looked kind o' shocked an' he says, 'Is this Mr. Fitem?'"

"An' Von says, 'Not quite. I'm jest takin' Fitty's place for a few days while he takes a run out o' town, an' mebbe'll run up against the races—'"

"No, he didn't say that, did he?"

"Yes, he did. Kind of a jolly, you know, so's not to give away where you was, an' still be talkin' somethin' he thought'd make him solid with the bossy man. Well, his Blueness looked awful shocked, an' he hemmed a few times an' hawed a few times, an' then he says, 'I am just assuming the pastorate of the Presbyterian church here, and I understood that Mr. Fitem was quite a leader in the Christian Endeavor work, so I thought I would call in and make his acquaintance.'

"Well, you jest ought to 'a' seen Von cave. He tried so hard to get out a lie quick to get back that he nearly choked. He says, 'Oh,' says he, 'you mean Mr. I. Fitem. I thought you meant his cousin, V. Fitem, who has been stoppin' round here a while. The Mr. Fitem you refer to is in Rochester this week as a delegate to the W. C. T. U. convention —er—no, that wasn't it, the Royal Sons of Goodness or something like that, he didn't tell me exactly. You will find Mr. Fitem a very valuable member of your church, Mr. Blue. He will be back in a day or so, I think, and will be sorry to have missed your call.'

"The elder he kind o' looked as though he was s'picious of Von, but Von had tumbled an' was gettin' back beautiful, an' so the dom'nie said good-by, an' skated. Well, Von Order didn't have a chance to come back and kick himself before who should drift in but old Mrs. Beggly. Well, say, I was dead glad I was sick. She don't come in only 'bout once in three months, and I don't get over her for a week. 'Course I didn't have no chance to give Von a tip, an' he sailed in for game. This is what they said:

Von Order—Good morning, madame, can I show you something in the shoe line?

Mrs. Beggly—Not 'nless you can show me somethin' better'n I ever got in here yet. 'S this Fitem's place?

Von Order—Yes, madam. We will be pleased to do our best to please you. What would you like?

Mrs. Beggly—I'd like a pair o' slippers.

Von Order—Something for dress wear?

Mrs. Beggly—Yes. I want to wear 'em when I'm dressed. You think I want to wear 'em to bed?

Von Order—I mean, of course, madam, do you wish slippers for common or fine wear?

Mrs. Beggly—I want 'em just to slosh roun' the house in, an' I want 'em cheap.

Von Order—Here is a shoe at \$1.25.

Mrs. Beggly—Oh, give me somethin' cheap.

Von Order—Well, here's one for seventy-five cents.

Mrs. Beggly—Them's got strings. I

don't want a string-up one. I want some I can jest shove my feet into quick.

Von Order—Well, here's a pair I can make you for 50 cents. How will these do?

Mrs. Beggly—Them ain't big enough.

Von Order—We have any size.

Mrs. Beggly—I wear sevenzes.

Von Order—Here is a pair. Will you try them on?

Mrs. Beggly—No, I guess not.

Von Order—I'll do them up, then, and if they don't fit you can exchange them.

Mrs. Beggly—Can't you take 25 cents for them?

Von Order—Mercy, no. I'm only making them at 50 cents as a special bargain.

Mrs. Beggly—Well, I'm a poor woman and I've got to trade where I can trade

the cheapest, an' I won't pay 50 cents for—

Von Order—We've got webs for that. Mrs. Beggly—No, I don't want no webs. These ain't none too good. Goin' to take 25?

Von Order—Nit!

Mrs. Beggly—What say?

Von Order—I say, it hardly seems advisable, under the present financial conditions, to give the additional discount which you desire.

Mrs. Beggly—What's that? I don't exactly understand. Do you mean you'll take a quarter?

Von Order—Not by a—eh—good deal.

Mrs. Beggly—Well, I'm jest lookin' to-day, an' I wa'n't goin' to buy 'nless I could git a bargain.

Von Order—Go on looking.

Mrs. Beggly—Guess you don't want to sell your goods very bad.

Herold-Bertsch Shoe Co.

Wholesale

A General Line and a GOOD one at that.

Values that are Rock Bottom.

5 and 7 Pearl St., Grand Rapids, Mich.

RINDGE, KALMBACH & CO.,

If you want the BEST line of

River Shoes

Buy ours. We know how to make them. See our full Line for Spring before placing your order. The Qualities, Styles and Prices are Right and will please you.

12, 14, 16 Pearl Street,
Grand Rapids, Michigan

Agents Boston Rubber Shoe Co.

We Manufacture

Men's Oil Grain Creoles and Credmeres in 2 S. and T. and ½ D. S., also Men's Oil Grain and Satin Calf in lace and congress in 2 S. and T. and ½ D. S., all Solid—a good western shoe at popular prices.

We also handle Snedcor & Hathaway Co.'s shoes in Oil Grain and Satin. It will pay you to order sample cases as they are every one of them a money-getter. We still handle our line of specialties in Men's and Women's shoes.

We still handle the best rubbers—Lycoming and Keystone—and Felt Boots and Lumbermen's Socks.

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Von Order—That's just it, we want to sell them. We don't want to give them away.

Mrs. Beggly—Goin' to take 25 cents? Von Order—Yes, 25 cents apiece.

Mrs. Beggly—I don't have to buy here an' I guess I'll look 'round some more. There's plenty of other places. It don't pay to buy too quick.

Von Order—If I had a foot like yours I wouldn't have the nerve to go in more than one store.

Mrs. Beggly—Oh, you wouldn't? You think you're smart, don't you, insultin' a poor, lone, lorn old woman? I'll never step a foot inside this door again, an' I won't do you any good up 'round our way neither.

Von Order—Good morning, have you used—

"But jest then an agent come pushin' his way in and Von Order went for him.

"I'm glad to see you," he says. "I don't s'pose we need any goods," he says, "but I was jest hopin' some o' God's folks would come in. What you got?"

"Got the bing, banged, bunged greatest line o' women's fine shoes at one cold In God We Trust silver plate that you ever saw or ever will see this side the Pearly Gates; for bottom stock is going up, an' up, an' up, an' I expect a wire from the house every minute to raise the figure the price of a grown man's drink on every pair, an' take off the 3 per cent. cash discount besides."

"Von Order didn't say nothin' at all; he jest grinned and looked happy.

"How's that for style—" says the agent, "cloth top, black or polka dot, button or lace, quarter over or under and not a raw edge in sight? Patent leather trimmings if you want 'em, and your choice of thirty-two styles of tips, and all the toes—razor, hoe, needle, stub, twist, French, hour glass—any of them, and only a dozen chips for two dozen shoes."

"Do you make them in more than one width?" says Von Order without even crackin' a smile.

"More than one width," gasped the drummer; "why, man, we make those shoes in all the widths and half widths from A flat in the bass away up to high F in the tenor and besides that we make three heights over the instep. Do we make more than one width! well, I should push a street car."

"Do you have other samples?" asked Von Order, kind of innocent like.

"Only nine," says the agent, beginnin' to look bored, an' he spread 'em all out nicely.

"What line is this?" says Von.

"The Echo Shoe Co., of Boss City, Mass.," says the man.

"Well," says Von, "I'm sorry I can't give you an order, but the fact is I'm just working in here for the proprietor, who is out of town. Your line looks all right, but, of course, I don't dare buy, Billy, under the circumstances. My name is Von Order. I—"

"What? Why, Von, you miserable, lying old hypocrite, you! I thought that old moon face of yours looked familiar. What t'ell you doing down in this territory?"

"Just taking a few days off and getting acquainted with a rich aunt I've got here. I didn't know there was anyone in this territory with the Echos—you had Texas last time I saw you."

"Just got transferred. Well, well, well, Von, I'm glad to see you. Can't you store my samples here somewhere and show me 'round the town a bit?"

"So Von he come back an' got me to get well an' go home an' get an early dinner and then him an' the agent went out an' neither of 'em showed up 'till this mornin'. I guess they both had pretty good times by the looks of 'em this mornin', but it didn't seem to feaze 'em any, an' the agent went out to show the trade while Mr. Von an' I worked 'round in the stock.

"He give em lots o' good points on keepin' things handy.

"He an' me got along pretty good with the trade most all the mornin', too, an' then Mr. Von said he guessed you'd get 'bout 'nough of it in a day or so an' we'd best fix you up a little present for a s'prise to leave on your desk for you when you come back.

"So he took a cigar an' worked at it for an hour, drillin' out the inside an' about half fillin' it with some kind of powder."

I snatched my cigar hastily from my mouth, apprehensively.

"You needn't be worried," said the little clerk, "that cigar's all right. You see, jest as Von got the load all fixed up nice, an old jay come in to buy some kip boots, an' Mr. Von, says he, 'Let me tackle him,' says he, an' he bundled all his cigars back into his cigar case, leavin' one on your desk, an' sailed in.

"Well, you jest ought to 'a' heard him talk. He almost talked an arm off the hayseed so's to be sure an' not miss sellin' him, an' me back here laughin' fit to split, 'cause I knew 'twas only Jim Medderby, who allus buys the same boot at the same price every time he needs a pair, an' 'tain't no trouble 't all to sell him.

"Well, finally, when Jim said he'd take 'em, Mr. Von was almost tickled to death, an' he threw in a box o' boot grease, an' when old Jim paid him Mr. Von handed out an' offered him a cigar out o' his case, like I s'pose he does when he's sellin' goods on the road.

"By and by Mr. Von happens to pick up the cigar he's got fixed an' lyin' on your desk, an' he jumps kind of startled like an' says, 'Why, boy, this ain't the one I doctored for Fitem,' an' then he looks through his case an' 'tain't there.

"I must 'a' give it to that ol' Josh," he says, sort o' gaspin'.

"I knew ol' Jim would have in a couple o' drinks as soon as he could, an' be gettin' kind o' dangerous, so I told Mr. Von he'd best go out an' find him if he could, an' get the volcano back.

"Well, just then we happened to look out the window, an' blamed if there wasn't ol' Jim comin' 'cross the street on the jump, with his face and whiskers all covered with powder smoke.

"Mr. Von, he jest give one yell an' I never see a man go down a pair o' stairs in so few steps like the way he went down cellar.

"Ol' Jim, he come in tearin' 'round after the man 't gin him that cigar, an' swearin' he'd kill him, an' I told him that the man had stepped out an' I wasn't sure when he'd be back. I tried to smooth ol' Jim down, but he'd got jest 'nough '40 Rod' down to be ugly, an' I couldn't do nothin' with him. I tho't he was goin' to lick me once.

"Well, he waited 'round here for Von to come back more'n an hour.

"Once Mr. Von thought he had gone, I guess, for he stuck his head sort o' cautious like up the cellar stairs. When he got a glimpse of Jim, the way he drew his head down was better'n any

Punch an' Judy show you ever see.

"By an' by ol' Jim couldn't wait for another drink any longer, an' he went off swearin' he'd be back. Mr. Von wouldn't come out the cellar all day, an' I had to feed him with crackers an' things I got to the grocery.

"Ol' Jim didn't come back, though. He got too drunk, I guess, an' forgot all about it."

It had been a great experience all around, and I went home to bed and lived it all over again in my dreams.

The next morning, after the little clerk and I had gotten everything in shape for the day, who should come walking into the store arm in arm but Von Order and old Jim Medderby, the latter looking a good deal the worse for wear.

It seems that Von had dropped into the village police station to talk about protection for himself, and there was old Jim on trial before the police justice, having spent the night in the cooler, for drunkenness and disorderly conduct. The old man was strapped, money all gone and his new boots in pawn at a saloon, and when the justice gave the old man \$10 or twenty days, Jim would have had to take the days if Von hadn't seen his opportunity, paid the old fellow's fine and made himself solid once more. It's mighty easy to explain a little matter of a practical joke to a man whom you have just saved from a term in jail.

It is very probable that hereafter both Von Order and myself will be satisfied to stick close to our chosen occupation, he to his traveling, and I to my little store.

Good advice can be given, taken and used without spoiling it.

Selling Single Shoes.

The one-legged man buys shoes precisely like the two-legged man. At most stores they break a pair to sell the single shoe that the one-legged man requires without the slightest hesitation, and he can get any kind of shoe he wants. The single shoe remaining is sent back to the factory to be matched, and this is done with perfect accuracy. Every pair of shoes is numbered, and it could easily, if it were desired, be traced back to the stock from which it is made. There is no guesswork about it. The shoe required to match the shoe remaining may not be made on the identical last upon which the original shoe was made, but it is made upon a last of mathematically the same proportions, and the pair thus restored is as perfectly matched as the original pair.

The one-legged man who buys in this way a single shoe pays slightly more than half the price of a pair. One-legged men are in the very largest shoe stores among the regular customers, and there they are not so unusual as to be remarkable.

One-legged men, however, are not the only men who buy single shoes. There are two-legged men who sometimes buy only one shoe—for example, a man with the gout. He can, if he wishes, and he sometimes does, buy a single shoe. The remaining shoe is paired off in just the same manner as the remaining shoe from the pair broken for the one-legged man.

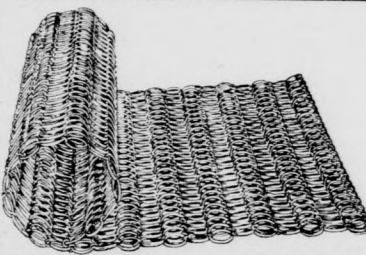
The census of Richburg, the smallest village in New York State, was completed the other day. The count shows 409 inhabitants. During the oil boom in 1881 Richburg had 8,000 population, and was the largest village between Hornellsville and Jamestown. The only notable relics left of the boom are a fine brick bank building and a \$10,000 brick church.

Duck Rubbers



Are getting very scarce, but you can get them now. **Itaskas, Perfections, Michigans, Ottawas, Eries, Boots**—anything you may need. Also the celebrated "**Hub**" arctics and "**Storm**" goods of the **Boston Rubber Shoe Co.**'s make from

W. A. McGRAW & CO., Detroit, Mich.



DETROIT FLEXIBLE DOOR MATS

STANDARD SIZES

16 x 24 in. 20 x 30 in. 24 x 36 in.
Retail for \$1.00 upwards.
Any dimension to order.

Made of Flat Wire. The Latest and Best.

Supplied by Foster, Stevens & Co. and the mfrs. Write for prices.

THE DETROIT SAFE COMPANY,
67-85 East Fort Street, Detroit, Mich.



GRAND RAPIDS PAPER BOX CO.

Getting the People

Use of Popular Names in Advertising.

Written for the TRADESMAN.

I have always had the impression—and it seems to be general—that the use of popular names in advertisements as catch words was of recent origin, so universal has the practice become of late years. In the modern magazine, newspaper and bill-board advertising, Trilbies and Klondikes are perpetuated ad nauseum. When this popular novel first made its appearance and began to create such a furore, Trilby neckties, Trilby corsets, Trilby gloves and, incongruous as it was to the character, Trilby stockings were paraded before the public continually! More recently, the glittering golden talismanic name of "Klondike" has been applied to nearly every article for sale under the sun, appropriate or inappropriate.

In a book entitled "Life and Writings of Charles Dickens," by Phebe A. Hanford, published in 1875, soon after Dickens' decease, I find that, away back in the '30s, when the "Pickwick Papers" first made their appearance, Charles Dickens did more for the advertisers of that day in furnishing them with popular titles—household words—for their merchandise than ever Trilby or Klondike has done for the merchants of to-day. In less than six months from the appearance of the first number of the "Pickwick Papers," the whole British reading public (and the reading public means the buying public) was talking about them. The names of Winkle, Wardle, Weller, Snodgrass, Dodson and Fogg had become as familiar in the mouths of the people as those of their own immediate relatives, coupled with a greater interest. "Pickwick chintzes" figured in linen-draper's shop windows, and "Weller corduroys" in tailors' advertisements. "Boz cabs" went rattling through the streets, and portraits of the popular author were largely and profitably used in the omnibuses in connection with the advertisements of commodities, as we now see the photographs of great men and handsome women in our trolley cars.

All this was especially appropriate in connection with Charles Dickens. He was, himself, strongly attracted to the art of advertising, as shown by numerous instances in his writings. Very frequently, the queer characteristics of the sign denoting an inn were commented upon, in his own inimitable manner, through page after page. No other writer of modern or ancient days has supplied so many queer and fantastic names, and made them each one so familiar, as has Dickens. When he saw a strange or odd name on the sign-board of a shop, in walking through a village or country town, he added it to his reserve list by entering it in a book. Then, when he wanted a striking surname for a new character, he had only to take the first half of one real name and add to it the last half of another, to produce the exact desired effect upon the eye and ear of the reader. Charles Dickens was one of the greatest natural advertisers the world has ever known. He selected the very names of his characters with the sole view of their effect on the eye and ear of the reader. And what was this effect? In a word, the character of the man, woman or child was made stronger and clearer by this clever adaptation of names, and through these unique characters Charles Dickens has been, and

always will be, thoroughly advertised throughout the civilized world.

As a good illustration, let us take the following sentence from his "Sketches by Boz," showing what an excellent descriptive ad.-writer Charles Dickens would have been, had that profession been known in his time. Door knockers are not an extensive article of commerce at present; but, if they were, one could not ask for language better calculated to sell them than this:

"* * * —a large round knocker, with the jolly face of a convivial lion smiling blandly at you, as you twist the sides of your hair into a curl or pull up your shirt collar while you are waiting for the door to be opened. We never saw that knocker on the door of a churlish man; so far as our experience is concerned, it invariably bespoke hospitality and another bottle."

Add to this prices and a description of the mechanical excellencies of the article, and you have an advertisement that would sell a door knocker to a man even if he had no door to put it on!

NEMO.

The Light of the World,

Or Our Saviour in Art; cost over \$100,000 to publish. Contains nearly 200 full-page engravings of our Saviour, by the great masters. Every picture is reproduced from some famous painting. Agents are taking from three to twenty orders per day. The book is so beautiful that when people see it they want it. The Hermitage, Prado, Uffizi, Pitti, Louvre, Vatican, National of London, National of Berlin, Belvedere and other celebrated European galleries have placed their greatest and rarest treasures at our disposal that they might be engraved for this superb work. "First glance at the pictures brought tears to my eyes," says one. "Cleared \$150 first week's work with the book," says another. "Some high grade man or woman should secure the agency here at once," says every editor, "as \$500 can soon be made taking orders for it." Nearly \$10,000 expended on new plates for edition coming from press. Also a man or woman of good church standing can secure position of Manager and Correspondent of this territory, to devote all his time to employing and drilling agents and corresponding with them. Address for full particulars A. P. T. ELDER, Publisher, 278 Michigan Avenue, Chicago, Ill.

More Study and Less Cards.

The clerk who does his duty conscientiously to himself and to his employer is usually tired enough physically and mentally to seek the retirement of his room after dinner and enjoy the mental recreation which the society of those people affords whom his favorite author loves to write about. At any rate, he is tired enough to sit down and rest after dinner, and if he can at the same time find something worth reading, all the better for himself. If he be backward in arithmetic, a goodly knowledge of which is one of the essentials of a first-rate clerk, he can brush up a little during these long winter evenings, and thus prepare himself to fill a higher position when the occasion arises. Indeed, he owes it to himself to become something more than a mere third or fourth-rate clerk whose salary is only \$20 or \$30 per month.

Buying in Small Quantities.

In one of the suburbs of Belfast trade was dull, and the chief grocer in the district found his earnings becoming smaller day by day. One morning an old customer entered. In expectation of something good, the grocer jumped up from his seat and, rubbing his hands, said:

"Well, missus, what can I get you?"

"A ha'pennyworth o' soap," was the reply.

"Oh!" said the disgusted grocer, "ye'll be for washin' the canary to-day."

REMARKABLE GROWTH.

The Grand Rapids Fire Insurance Co.

Among the Strongest Institutions in the Country—Annual Meeting of the Company.

The annual meeting of the stockholders of the Grand Rapids Fire Insurance Company was held at its office in this city last Tuesday; 3,150 shares out of four thousand shares of its capital stock was represented. The following directors were re-elected: T. Stewart White, Francis Letellier, Thomas M. Peck, C. W. Garfield, Samuel B. Jenks, William McBain, Dwight Cutler, Grand Rapids; John W. Blodgett, Grand Rapids, and Otto Kirchner, Detroit, were elected to fill vacancies. The old officers were re-elected as follows: President, Hon. J. W. Champlin; Vice-President, George W. Gay; Treasurer, William H. Anderson; Secretary, W. Fred McBain; Assistant Secretary, Henry L. Bogue. The following were elected members of the Executive Committee: William H. Anderson, chairman; Edward Lowe, George W. Gay, J. W. Champlin, O. F. Conklin.

Great interest is always manifested in the success of any business house or company. It shows that energetic men of good business qualities are at the helm. This is the condition of this company: Its annual statement, Jan. 1, shows cash assets, \$505,047.65; reinsurance reserve, \$187,722.98; net surplus, \$103,095.67, an increase for the year in assets of \$57,042.14. In reinsurance reserve of \$8,670.23 and having paid \$12,000 in dividends, increased its net surplus \$44,737.40. Its premium income for the year amounts to over \$400,000. The company did more business in the State of Michigan than any other Michigan company, showing its popularity at home. It has paid since its organization, claims amounting to \$1,129,244.27 without any litigation and has received in premiums \$2,489,316.66. Its management expense is lower than the majority of companies and its loss ratio compares favorably with any. It now operates in thirteen states, with 657 agents, all reporting direct to the home office.

The following is a copy of its annual statement, and full board of directors:

ASSETS.	
Real estate, - - -	\$4,000.00
Loans on mortgages, - - -	250,830.50
Loans on collaterals, - - -	65,925.00
United States Government - bonds (market value), - - -	25,600.00
Grand Rapids Gaslight bonds, - - -	25,000.00
Petoskey school bonds (market value), - - -	8,110.00
Cash in office - - -	13,548.22
Cash in bank - - -	7,2987.87
Interest accrued - - -	5,001.47
Premiums in course of collection net - - -	34,044.59
	\$505,047.65
LIABILITIES.	
Cash capital, - - -	\$200,000.00
Reserve for reinsurance, - - -	187,722.98
Unadjusted losses, - - -	14,229.00
Losses adjusted and not paid Surplus, - - -	103,095.67
	\$505,047.65

DIRECTORS.

Grand Rapids:
J. W. Champlin, Edward Lowe,
Wm. H. Anderson, John W. Blodgett,
T. Stewart White, William McBain,
E. Crofton Fox, Francis Letellier,
Thomas M. Peck, George W. Gay,
S. B. Jenks, D. M. Amberg,
O. F. Conklin, C. W. Garfield,
W. Fred McBain.
C. T. Hills, Muskegon.
A. V. Mann, Muskegon.
Charles H. Hackley, Muskegon.
Hon. Dwight Cutler, Grand Haven.
Hon. William Savidge, Spring Lake.
Otto Kirchner, Detroit.

Germany has imported nearly 4,000 horses from the United States, the cheaper ones being utilized, it is affirmed, for the manufacture of export sausages, which are held in such high esteem by epicures.

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee . . .

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.

Grand Rapids, Mich.

We are ready to push business for

1898

ON

Bicycles

Write for catalogues and prices of our

World

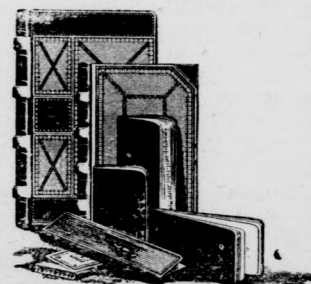
Line

Adams & Hart,

Mich. Selling Agents, Grand Rapids.

My prices on all

Office Supplies



Will save you money.

Mail orders a specialty.

Will M. Hine, 49 Pearl St., Grand Rapids

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

D. J. Dailey, of Lansing, has engaged to travel for Cribben, Sexton & Co., of Chicago.

Post E (Grand Rapids) will hold another social party at Imperial hall on Saturday evening of this week. All traveling men are invited to attend, accompanied by their wives or lady friends.

Fred L. Anderson, who has covered a portion of the trade of Western and Northern Michigan for the Rodgers Shoe Co. (Toledo) for the past eleven years, has transferred his allegiance to Baldwin, McGraw & Co., of Detroit, covering the same territory as before. The change dates from Feb. 1.

Arthur B. Clark, who was thrown out of employment by the failure of E. H. Stark & Co. (Worcester, Mass.), has engaged to travel for the Tappan Shoe Co. (Coldwater), covering the retail trade of Northern Illinois, Eastern Iowa, Southern Minnesota and Southern Wisconsin. Mr. Clark feels under lasting obligations to the Michigan trade for favors shown him during his former connection and the Tradesman bespeaks for him the confidence of the trade in his new engagement.

At the annual meeting of the Michigan Commercial Travelers' Association, held last Saturday, J. Boyd Pantlind was elected President of the organization in place of A. F. Peake, who was compelled to relinquish the office by reason of his being called out of the State to exploit his acetylene gas enterprise. Mr. Pantlind's name is a household word with traveling men from one end of the country to the other and his election to the presidency will undoubtedly serve to still further accelerate the growth which has attended the organization since Secretary Owen and the present Board of Directors took hold.

One of the Advantages of the Gate System.

Alma, Jan. 27.—Please allow me space in your valuable journal to make a statement in regard to the gate system recently inaugurated by the D., G. R. & W. Railroad.

This evening I procured a train ticket from Alma to Howard City in exchange for mileage from the Central Passenger Association mileage book. At Edmore we changed cars, and as I saw a train standing at the depot and not seeing any other there, I attempted to go on board, but was stopped by a "jailor," who demanded my ticket before he would allow me to enter. I presented my ticket, he punched it, and then permitted me to pass through the gate, up the steps and into the coach. When the conductor came through the train and had taken my ticket, he informed me that I was on the wrong train but could go on to the next stop—Vestaburg—and remain until morning. There being no

hotel at Vestaburg, I was loath to put up with the accommodations the snowbanks afforded or try to subsist on snowballs for breakfast, so concluded to go back to Alma. Upon leaving Vestaburg, the conductor asked where I was going and demanded a fare. I asked if he could not take mileage from my book and was informed that he could if I wished to lose my rebate. Not being particularly anxious to run that risk, I paid cash fare to Alma.

Now, I should like to ask, what the company has a gateman for? Is he there for his health, or as a figurehead, or for the benefit of the traveling public? He certainly is not there for an ornament. I supposed he was there to prevent just such mistakes as he permitted me to make; still, I may be wrong. Perhaps I may get the desired information from some of the railway officials.

The trains at Edmore all leave at about the same time, and without a gateman it is very easy to take the wrong train. Had there been no gateman at Alma, I would have made enquiry regarding my train, but having given my ticket to be punched, I naturally concluded I was right. I would suggest a few more gatemen.

HERM. P. ERNST.

The Trotter Got Away.

Three drummers, who were a long distance from home, sat around the fireplace in a country hotel. It was Christmas eve and all were talking of their homes and the good times they were missing. "Well," said one of them, after a long sigh, as he dashed the ashes off his cigar by the aid of his small finger, "I tell you, boys, you may think it odd in me, but I am going to tell you. I am 43 years old, and this is the first Christmas ever in my life that I've been away from home, and every year, just as sure as the time comes, I always hang up my stockings, and somehow something always gets into it."

"I always do, too," said another. "It's queer, too, but this is the first time I've been away from home this night for twelve years. Let's hang up our stockings just for the fun of the thing."

The third man was a Hebrew, and after a little discussion the three hung each a stocking over the fireplace and went to bed.

During the night the first speaker in the scheme got up and in his own stocking he placed his gold watch; in the next he put a gold ring, and in the third he put a part of a dead horse's tail that had been used as a fly killer during the summer, but had graduated from that profession to the usefulness of a hearthstone ash sweeper.

Next morning the two were up early, and waking the Hebrew, wished him a Merry Christmas. Then number one pulled his watch from his stocking and shouted, "Well, old Santa didn't go back on me. See the watch I've got." The next fellow put his hand in and after hauling forth the ring, exclaimed, "No, I was not forgotten. See the nice ring he gave me." The Hebrew then put his hand in, hauled out the horse's tail, at the same time saying, "Well! well! Santa he remembered me. He gave me a trotter, but, by Jimminy gracious, he's got away!"

A Drummer's Last Resort.

"Lookout, young fellow; what are you about?" said the policeman in a certain Southern town to a traveling man who was tapping with his cane with evident intention of smashing in the glass around a street lamp.

"Ah, there you are," said the traveling man, as the glass gave way with a crash. "Now, if you'll be good enough to arrest me, I will be obliged to you."

"You seem mighty anxious to get arrested," said the officer.

"Yes; I was a little bit afraid that you wouldn't notice me. I've got to stay here about three days until I hear from my firm on a business matter."

"Well, you don't want to spend that time in jail, do you?"

"Yes; I have tried both the hotels here."

Abuse of the Sample Copy Privilege.

New York, Jan. 31.—The New York Sun thus summarizes some of the most natural expedients by which the expense of the Post-Office Department can be reduced:

1. Cut off remorselessly the fake newspapers, which are not newspapers in any sense of the word.

2. Forbid the so-called "sample copies" of newspapers and magazines and advertisements of such publications, now circulated at one cent a pound; they should be compelled to pay regular rates for the use of the United States mails.

3. Country newspapers have no more right to free circulation in the United States mails than school books, almanacs, and similar illuminative publications have; compel them, or rather their subscribers, to pay postage.

In my opinion the Sun is exactly right in so far as it goes into this matter, but it stops far short of the mark.

The postal authorities should weed out a lot of pestiferous so-called "trade journals" with which our country is cursed. I refer to those papers that have barely enough names to allow the publishers, by great stretch of conscience, to make the necessary declaration which will admit their trash to the mails as second-class matter. Outside of this "corporate's guard" of subscribers, these "fakes" are sent broadcast, helter-skelter over the land to parties in the different trades which they are supposed to represent(?). No pretense is ever made of canvassing for subscribers. The recipients of these sheets seldom take the trouble to read them; in fact, they more often consign them to the waste basket unopened. Yet these publishers will send their solicitors abroad looking for victims in the shape of advertisers, and they get them, too. The old adage that "a sucker is born every hour," was never more truly verified than in this case. These advertising solicitors are working for bread and butter; they are told by their employers to say that the paper which they represent has a circulation of "steens" thousands and that it is steadily growing, and they sing their song to good purpose. If they can't get one price they accept another, and the publisher of a fake trade journal has yet to be found who will "turn down" a contract at any price. Then, again, great "chances" are taken in the way of slow-paying or "dead-beat" advertisers. They can afford to take the risk as the whole scheme is one of clear gain, deducting the cost of paper and press work. The composition is, as a rule, done by themselves or cheap help—and as for brain work in the shape of editorials—well!! The greatest expense, that of working up a paid subscription list, never enters into the make-up of a wild-cat trade journal. Now, why, in the name of all common sense and decency, should these pirates be put on a par with reputable trade journals whose owners have worked for years and spent thousands of dollars to put their publications on a bona fide subscription basis? I say it is an outrage.

The proper course for the Postoffice Department to pursue in this matter, it seems to me, is to lop off every "sample copy," require from publishers a sworn list of paid subscribers, and not admit a single copy to the mails that does not go to a bona fide subscriber; and where there is the least doubt about the truthfulness of the list so filed, let the postal authorities be empowered by law to investigate the matter, even to requiring affidavits from parties whose names appear on the list as regular subscribers; and if it is found that the law is being evaded, let them be given penalties of fines and imprisonment for every specific violation of the law. This will root out the bogus trade journals and not only give reputable publishers a chance, but clear the way for advertisers to reach their patrons through clean and legitimate channels. A level-headed advertiser will pay \$1,000 a year for space in a journal with a limited bona fide circulation rather than spend \$5 in a paper whose circulation is many thousand of the "dead head" variety.

And this plan would be a long step in the direction of reducing the postal deficiency.

N. TRISSEL.

Annual Meeting of the Owosso B. M. A.

Owosso, Jan. 31.—At the annual meeting of the Owosso Business Men's Association, the old officers were re-elected for another year, as follows:

President—A. D. Whipple.
Vice-President—O. L. Sprague.
Secretary—G. T. Campbell.
Treasurer—W. E. Collins.

Members Executive Committee—President, Secretary, James Osburn, C. D. Stewart, W. H. Lingle.

The reports of the Secretary and Treasurer showed the Association to be in good condition. Extensive correspondence has been carried on during the year past, consultations held with parties contemplating locating in Owosso, and committees sent to investigate the enterprises proposed to be removed here. The Association was largely instrumental in securing the Burns grain elevator and Parshall mill, which will be of great benefit to Owosso.

C. T. CAMPBELL, Sec'y.

Movements of Lake Superior Travelers

F. A. Tower (Consolidated Wire Co.) did the Upper Peninsula last week. Fred is buying cigars—says it's a girl. He lives in a good neighborhood.

"Sweet William" Monroe (Edgar's sugar house) is making his steenth annual debut. Billy has sworn off smoking and talking, yet he has a few good stories left.

Wednesday was a great day for Shriners at Marquette. A number of travelers who are members have been arranging their trips for a long time so as to be on hand. A traveling man was never known to miss a good thing without just cause.

Smoke the Famous

Fifth Avenue Cigars

Pure, clean and mild. Made entirely of Selected Long Leaf, 5 cents a foot, 15 cents a yard. Made by

Standard Cigar Co., Cleveland, O.

Aaron B. Gates,
Michigan State Agent.

For Two Dollars



A day, it's the finest hotel in the State; newly furnished, high-class table and excellent service, at

The Griswold

POSTAL & MOREY, Props. DETROIT, MICH.

Hoskins & Company

COMMISSION BROKERS.

GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

Private wires: New York, Chicago and St. Louis.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainwell, Mich.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit - Term expires Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
GEO. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.

Examination Sessions.

Grand Rapids—March 1 and 2.
Star Island—June 27 and 28.
Marquette—About Sept. 1.
Lansing—Nov. 1 and 2.

* All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

One Way to Meet Department Store Competition.

Chicago, Jan. 31—Wm. Bodemann proposes a remedy for the ruinous competition of the department store by organizing the retail drug trade into a trust or syndicate which shall give systematic battle to that octopus of trade. The plan is a revival of one which Mr. Bodemann and T. N. Jamison tried to put into execution about ten years ago and which came near proving a success. There came a hitch in the arrangements, however, and the idea was never carried out. According to Mr. Bodemann's idea the department store is in reality more of a department store than many of its big competitors and it is his plan to give the care of each division of the business over to a man specially adapted to handling it. This man will perform a similar service for each store in the combine. "To illustrate my point," said Mr. Bodemann, "let us presume that twelve stores join issues in one association. At one of their earliest meetings the twelve proprietors would decide on a partition of the work. Druggist number 1, for example, would announce that he had paid particular attention to fluid extracts, etc., and he would be given control of that branch of the business. Number 2 had found his forte to be in the manufacture of perfumes and toilet articles. Number 3 is a tobacco expert. He has developed a considerable amount of skill in this line and to him would be delegated the purchasing of cigars, cigarettes, etc. Number 4, we may suppose, has been uncommonly successful in making deals and so announces to his associates. He could be given charge of the leases and insurance. He could get better terms than the individuals and could lay down the law to the landlords. The landlords would be willing to show favors to the more responsible tenant who was a member of a strong organization and who had, in addition to his own, the credit of eleven other men to sustain him. Number 5 has found that his hold is the handling of doctors. Such a man could call regularly on the physicians and would have time to keep in closer touch with them than the proprietor of the single store. The physician could safely be relied upon to favor stores of the syndicate which lie in distant parts of the city. Number 6 is the best man to keep track of the stock. He could see to purchasing in quantity and thus save 10 to 15 per cent. He would do all the ordering and by bunching so many orders he could certainly do better. The company would have power with the wholesalers and could profit in many ways in which the isolated men lose. When this concern gains a foothold it would be more likely to be let alone. If the wholesalers tried to start up a man in the vicinity of one of the concern's stores a halt could be called and the move would probably be checked. Other druggists would be less likely to open up a new store on a neighboring corner, as they would hesitate about bucking against the bigger concern. Druggist number 7 has the rare faculty

of being a good collector and he would prove an excellent addition, for one of the main points in a successful business is systematic collecting. Every store in the city, and more especially the stores in the suburbs, has a number of accounts charged and loses heavily each year in this manner. The druggists simply have no time to attend properly to their collections. The collections should be made as regularly as are those of other tradesmen, every thirty or sixty days.

"The druggist has too many things to attend to; his interests are spread about so that details must suffer neglect, collections included. If collections were made from a central office the man in charge would not make the work a personal affair. He would go about it in a businesslike manner and in that way would round up many accounts that are now lost. It may seem like a broad statement to some, but I believe that by this system of collecting the druggist could save more in a year than he now clears. In druggist number 8 we would have another great advantage, for this individual we find to be well adapted to help out when an extra man is needed. This man would be more important than would be evident at first glance. By having a man who could be called upon to help out, the druggists could run along with a much smaller force than is now the case.

"Owing to the long hours imposed upon the druggist he has to keep double the help that would otherwise be needed. There are no prescription, soda and cigar men who can stay all the time, and the proprietor has to keep enough men so that they can work in relays and thus get some time off. The time during which the men are off duty often proves an expensive item to the proprietor and a few relief men could see to it that the boys in the store get their time off without loss to the owner. Number 9 could be relied upon to attend to checking up of the cash registers and to the banking.

"Number 10, perchance, has a knack for making a go of proprietary articles. He could prepare the leading preparations on much the same basis as is done by some of the co-operative companies and supply each of the stores. Simply the fact that they are displayed in many stores all over the city would cause the sale of the articles from the start. The goods would force themselves on the public attention then and there. This business would cause the trade-mark to become valuable. This man could even supply other druggists.

"Number 11, being a literary genius, can work well with number 10. He could get up circulars advertising anything which is being boomed. It costs one man about \$15 to get out such a circular, and \$25 would supply the entire dozen druggists, another considerable saving for those who are enterprising enough to advertise. This man could get out a monthly bulletin which would give the new remedies, etc., to be issued to patrons and physicians. Last comes number 12, who is considerable of a diplomat. His services will be useful in smoothing over any difficulties that may arise between the partners.

"It would also be well to have one man of a mechanical turn of mind to make changes in the stores, run soda fountains, etc.

"In the figuring of profits the actual business of the store and not the stock should be taken as the basis for the division. The books would have to be shown and on the basis of sales, stock be issued to members of the concern, which should be a corporation. By use of such a plan the proprietors of the stores in the combine would be at an advantage of 25 per cent. in the cutting down of help and in the discounts, of which advantage could be taken, and another 25 per cent. would be gained in the increase of profits and in savings by means of prompt collection, so that I am satisfied a difference of 50 per cent. would be noticed in each store. In addition to the advantage shown by the figures there would be great relief for the men who are now puttering all week at 101 things, almost all of

which need to be done at once and many of which have to be put off, thus causing worry. How much better could a man work if he could concentrate his energies on something that interested him, something to which he was naturally adapted; his heart would then be in what he was doing. The hours would be better and I believe the druggist would be freed from much care."

U. S. P. Requirements for Balsam Copaiba.

Lyman F. Kebler read a paper before the last pharmaceutical meeting of the P. C. P. in which he declared that the present requirements of the Pharmacopoeia for balsam copaiba (properly an oleoresin of copaiba) have undoubtedly wrought hardships for some well-meaning druggists. Only the solidifiable is recognized, and practically nothing but an unofficial article is used. From this it can readily be seen that in ninety cases out of a hundred the average druggist is violating the requirements of the Pharmacopoeia when he dispenses copaiba, and is thus rendered culpable, especially in some states.

Speaking of the other requirements of the Pharmacopoeia, he goes on to say that they are inadequate for the end in view. The range of specific gravity for solidifiable is rather low; 0.9800—1.0173 would be better. On removing the oil, the residue may or may not be brittle, in the absence of any fixed oil. He has removed 90 and 92 per cent. of oil from Para copaiba, and the residue was even then far from being brittle.

The test for detecting gurjun balsam when the article is heated to 130 deg. C. must be in error, since none of the samples of gurjun submitted to this test have ever congealed, but became only slightly more viscous. Such a test becomes worthless in mixtures. The other test for gurjun balsam is unreliable.

The tests for oil of copaiba are fairly good. According to his work, the range of specific gravity ought to be a little greater. A test for oil of gurjun should be given. The specific gravity of the latter is a little higher than that of the oil of copaiba; gurjun oil is also somewhat darker in color, but in mixtures these can readily be adjusted.

The Drug Market.

Opium—There is an increased demand and prices have advanced. Reports are confirmed of damage to growing crop by frost.

Morphine—This article is in good demand at unchanged prices.

Quinine—The market is quiet, with little demand, as is usual at this season of the year.

Oil Cloves—This article is advancing, on account of higher price for the spice.

Flax Seed—The advance in this article has caused a further advance in linseed oil and the outlook is for still higher prices.

The importers of mineral waters from Canada now save the 24 cents a gallon duty by freezing it nicely on the Canadian side and importing it tax free as ice. They say hundreds of tons of it have already been frozen. It is a game of freeze-out, with no Dingley limit.

Preservation of Effervescent Salts.

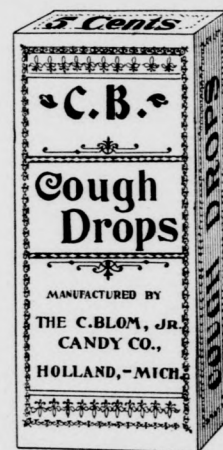
The Druggists' Circular says it does not know any reason why an effervescent salt should "not remain unaltered indefinitely, if properly prepared and protected. It is essential, of course, that the salt of powder should be freed from moisture in the process of manufacture. The drying process should be pushed until practically all the water present is expelled. It is equally important that as little opportunity as possible be given for the mixture to reabsorb moisture from the atmosphere. To this end, the operation should only be conducted on a day when the humidity of the air is low in degree; the containers should, of course, be thoroughly dry; the effervescent preparation should be transferred to them with the least possible delay; and they should then be at once closed with well-fitting corks. Unless the corks are of the best quality, it is advisable to also seal the bottles with wax. When all these precautions are faithfully observed, the amount of moisture remaining in or gaining access to the product will be so small as to exert no perceptible influence. On the contrary, if the preparation, however carefully prepared, be kept in a bottle which is opened at intervals for dispensing, it will gradually deteriorate."

German capital to the amount of 140,000,000 marks is invested in Guatemala, half of it in plantations, while Brazil has absorbed 600,000,000 of German capital.

Mexico exports about 4,000,000 pounds of crude chewing gum to this country every year.

Cutler's Carbolate of Iodine
IS GUARANTEED TO CURE CATARRH
All druggists \$1.
W. H. SMITH & CO., Props., Buffalo, N. Y.

PIMPLES blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and preserves a healthy glow to the complexion; perfectly harmless. At drug stores 25c per bottle; by mail 35c. B. Schrouder, Pharmacist, Grand Rapids, Mich.



For Sale by Leading Jobbers.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS

Has a handsome assortment of set designs printed in different colors—Red, Blue, Green and Brown; highly finished, enameled, and is the best card in the market for the money. Each pack in a handsome enameled tuck box. Put up in one dozen assorted designs and colors. A good seller. List price \$20 per gross. We make a full line from cheapest to highest grades, and can meet your wants in every way. If you are handling playing cards for profit get our samples and prices before placing your order. They may help you.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Linseed Oil, Ipecac Root.
Declined—Quinine, P. & W.

Acidum			Conium Mac.	35¢ 50	Seilla Co.	50	Os Sepia.	15¢ 18	Soda Boras, po.	8 10	Red Venetian.	1 1/2 2 02
Aceticum.	60¢ 8	8	Copaiba.	1 10¢ 1 20	Tolutan.	50	Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	26¢ 28	Ochre, yellow Mars.	1 1/2 2 04
Benzolcum, German.	70¢ 75	15	Cubebae.	1 00¢ 1 10	Prunus virg.	50	Pieis Liq. N.N. 1/2 gal.	1 00	Soda, Bi-Carb.	3¢ 5	Ochre, yellow Ber.	1 1/2 2 03
Boric.	15	41	Erigeron.	1 00¢ 1 10			doz.	2 00	Soda, Ash.	3 1/2¢ 4	Putty, commercial.	2 1/2 2 03
Carbolicum.	29¢ 41	15	Gaultheria.	1 50¢ 1 60			Pieis Liq., pints.	1 00	Soda, Sulphas.	2 2	Putty, strictly pure.	2 1/2 2 03
Citricum.	40¢ 42	5	Geranium, ounce.	75			Pil Hydragr. po. 20	50	Spts. Cologne.	2 60	Vermilion, Prime American.	13¢ 15
Hydrochlor.	30¢ 5	10	Gossypii, Sem. gal.	50¢ 60			Piper Nigra. po. 80	60	Spts. Ether Co.	50¢ 55	Vermilion, English.	70¢ 75
Nitrosum.	8¢ 10	10	Hedera.	1 00¢ 1 10			Piper Alba. po. 35	50	Spts. Vini Rect. bbl.	2 40	Green, Paris.	13 1/2 19
Oxalicum.	12¢ 14	15	Juniper.	1 50¢ 2 00			Pilx Burgun.	7	Spts. Vini Rect. 1/2 bbl.	2 45	Green, Peninsular.	13¢ 16
Phosphorium, dil.	15	65	Lavendula.	90¢ 2 00			Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10 gal.	2 48	Lead, Red.	5 1/2 6
Salicylicum.	60¢ 65	13¢ 5	Limonis.	1 20¢ 1 40			Pulvis Ipecac et Opil 1	10¢ 1 20	Spts. Vini Rect. 5 gal.	2 50	Lead, white.	5 1/2 6
Sulphuricum.	13¢ 5	1 25¢ 1 40	Mentha Piper.	1 00¢ 2 20			Pyrethrum, boxes H. & P. D. Co., doz.	1 25	Less 5c gal. cash 10 days.	1 40¢ 1 45	Whiting, white Span.	70¢ 75
Tannicum.	1 25¢ 1 40	38¢ 40	Mentha Verid.	1 50¢ 1 60			Pyrethrum, pv.	30¢ 33	Strychnia, Crystal.	1 40¢ 1 45	Whiting, gliders.	70¢ 75
Tartaricum.	38¢ 40		Morrhuae, gal.	1 00¢ 1 10			Quassia.	80¢ 10	Sulphur, Subl.	2 1/2 3	White, Paris Amer.	1 00
			Myrcia.	4 00¢ 4 50			Quinia, S. P. & W.	33¢ 38	Sulphur, Roll.	2¢ 2 1/2	Whiting, Paris Eng.	1 00
Ammonia			Picis Liquida.	10¢ 12			Quinia, S. German.	28¢ 38	Tamarinds.	8¢ 10	cliff.	1 00
Aqua, 16 deg.	40¢ 6		Picis Liquida, gal.	10¢ 12			Quinia, N.Y.	33¢ 38	Terebenth Venice.	28¢ 30	Universal Prepared. 1 00¢ 1 15	
Aqua, 20 deg.	60¢ 8		Ricina.	90¢ 1 10			Rubia Tincturum.	12¢ 14	Theobroma.	42¢ 45		
Carbonas.	12¢ 14		Rosmarini.	1 00¢ 1 10			Saccharum Lactis pv.	18¢ 20	Vanilla.	9 00¢ 16 00		
Chloridum.	12¢ 14		Rosa, ounce.	6 50¢ 8 50			Salacin.	3 00¢ 3 10	Zinci Sulph.	7¢ 8		
Aniline			Succini.	40¢ 45			Sanguis Draconis.	40¢ 50				
Black.	2 00¢ 2 25		Sabina.	90¢ 1 00			Sapo, W.	12¢ 14	Oils			
Brown.	80¢ 1 00		Santal.	2 50¢ 3 00			Sapo, M.	10¢ 12	Whale, winter.	BBL. GAL.		
Red.	45¢ 50		Sassafras.	55¢ 60			Sapo, G.	15	Lard, extra.	40 45		
Yellow.	2 50¢ 3 00		Sinapis, ess., ounce.	1 40¢ 1 50			Siedlitz Mixture.	20	Lard, No. 1.	35 40		
Baccae.			Thyme, opt.	40¢ 50								
Cubebae. po. 18	13¢ 15		Theobromas.	15¢ 20								
Juniperus.	6¢ 8		Potassium									
Xanthoxylum.	25¢ 30		Bi-Carb.	15¢ 18								
Balsamum			Bichromate.	13¢ 15								
Copaiba.	55¢ 60		Bromide.	50¢ 55								
Peru.	2 40		Carb.	12¢ 15								
Terabin, Canada.	45¢ 50		Chlorate. po. 17@19c	16¢ 18								
Tolutan.	50¢ 60		Cyanide.	35¢ 40								
Cortex			Iodide.	2 60¢ 2 65								
Abies, Canadian.	18		Potassa, Bitart, pure	30¢ 30								
Cassia.	12		Potassa, Bitart, com	15¢ 15								
Cinchona Flava.	18		Potass Nitras, opt.	8¢ 10								
Euonymus atropurp	30		Potass Nitras.	7¢ 9								
Myrica Cerifera, po.	12		Prussiate.	20¢ 25								
Prunus Virgini.	14		Sulphate po.	15¢ 18								
Quillaia, gr'd.	12		Radix									
Sassafras. po. 18	12		Aconitum.	20¢ 25								
Ulmus. po. 15, gr'd	15		Althea.	22¢ 25								
Extractum			Anchusa.	10¢ 12								
Glycyrrhiza Glabra.	24¢ 25		Arum po.	20¢ 25								
Glycyrrhiza, po.	28¢ 30		Calamus.	20¢ 40								
Hamatox, 15 lb box.	11¢ 12		Gentiana. po. 15.	12¢ 15								
Hamatox, 15.	13¢ 14		Glycyrrhiza. pv. 15.	16¢ 18								
Hamatox, 1/4.	14¢ 15		Hydrastis Canaden.	55								
Hamatox, 1/8.	16¢ 17		Hydrastis Can. po.	50								
Ferru			Heliolebo, Alba, po.	15¢ 20								
Carbonate Precip.	15		Inula, po.	2 50¢ 2 60								
Citrate and Quinia.	2 25		Ipecac, po.	35¢ 40								
Citrate Soluble.	75		Iris plox. po. 35.	35¢ 40								
Ferrocyanidum Sol.	40		Jalapra, pr.	25¢ 30								
Solut. Chloride.	15		Maranta, 1/4.	25¢ 30								
Sulphate, com'l.	2		Podophyllum, po.	22¢ 25								
Sulphate, com'l, by bbl, per cwt.	50		Rhei.	75¢ 1 00								
Sulphate, pure.	7		Rhei, cut.	1 25¢ 1 35								
Flora			Rhei, pv.	75¢ 1 35								
Arnica.	12¢ 14		Spigelia.	35¢ 38								
Anthemis.	18¢ 25		Sanguinaria. po. 15.	30¢ 35								
Matricaria.	30¢ 35		Serpentaria.	40¢ 45								
Folia			Senega.	40¢ 45								
Barosma.	23¢ 28		Similax, officinalis H.	10¢ 12								
Cassia Acutifol, Tin-nevely.	18¢ 25		Smilax, M.	10¢ 12								
Cassia Acutifol, Alx.	25¢ 30		Seilla. po. 35	10¢ 12								
Salvia officinalis, 1/4s and 1/8s.	12¢ 20		Symplocarpus, Foeti-dus, po.	25								
Ura Ursi.	8¢ 10		Valeriana, Eng. po. 30	15¢ 20								
Gummi			Valeriana, German.	12¢ 16								
Acacia, 1st picked.	45		Zingiber a.	25¢ 27								
Acacia, 2d picked.	35		Zingiber j.	25¢ 27								
Acacia, 3d picked.	28		Semen									
Acacia, sifted sorts.	60¢ 80		Anisum. po. 15	13¢ 15								
Acacia, po.	12¢ 14		Apium (graveleons)	4¢ 6								
Aloe, Barb. po. 18@20	12¢ 14		Bird, ls.	10¢ 12								
Aloe, Cape. po. 15	12¢ 14		Carul. po. 18	10¢ 12								
Aloe, Socotri. po. 40	12¢ 14		Cardamon.	1 25¢ 1 75								
Ammoniac.	55¢ 60		Coriandrum.	8¢ 10								
Assafetida. po. 30	25¢ 28		Cannabis Sativa.	4¢ 4 1/2								
Benzoinum.	50¢ 55		Cydonium.	75¢ 1 00								
Catechu, ls.	13		Chenopodium.	10¢ 12								
Catechu, 1/4s.	40¢ 43		Dipterix Odorate.	2 00¢ 2 20								
Catechu, 1/8s.	16		Foeniculum.	10								
Camphora.	40¢ 43		Foenugreek, po.	7¢ 9								
Euphorbium. po. 35	10		Linl.	3¢ 4								
Galbanum.	1 00		Linl, grd. bbl. 3	4¢ 4 1/2								
Gamboge po.	65¢ 70		Lobelia.	35¢ 40								
Gualacoe. po. 25	30		Pharlaris Canarian.	4¢ 4 1/2								
Kino. po. \$3.00	3 00		Rapa.	4 1/2 5								
Mastic.	40		Sinapis Albu.	7¢ 8								
Myrrh.	40		Sinapis Nigra.	11¢ 12								
Opil. po. \$1.00@4.30	3 00		Spiritus									
Shellac.	35		Frument, W. D. Co.	2 00¢ 2 50								
Shellac, bleached.	40¢ 45		Frument, D. F. R.	2 00¢ 2 25								
Tragacanth.	50¢ 80		Frument.	1 25¢ 1 50								
Herba			Juniperis Co. O. T.	1 65¢ 2 00								
Absinthium. oz. pkg	25		Juniperis Co.	1 75¢ 3 50								
Eupatorium. oz. pkg	20		Saacharum N. E.	1 90¢ 2 10								
Lobelia. oz. pkg	20		Spt. Vini Galli.	1 75¢ 6 50								
Majorum. oz. pkg	28		Vini Oporto.	1 25¢ 2 00								
Mentha Pip. oz. pkg	23		Vini Alba.	1 25¢ 2 00								
Mentha Vir. oz. pkg	39		Sponges									
Rue. oz. pkg	22		Florida sheeps' wool	2 50¢ 2 75								
Tanacetum Voz. pkg	25		carriage.	2 50¢ 2 75								
Thymus, V. oz. pkg	25		Nassau sheeps wool	2 00								
Magnesia.			carriage.	2 00								
Calcined, Pat.	55¢ 60		Velvet extra sheeps' wool.	1 25								
Carbonate, Pat.	20¢ 22		Extra yellow sheeps' wool. carriage.	1 00								
Carbonate, K. & M.	20¢ 25		Grass sheeps' wool, carriage.	1 00								
Carbonate, Jennings	35¢ 36		Hard, for slate use.	75								
Oleum			Yellow Reef, for slate use.	1 40								
Absinthium.	3 25¢ 3 50		Syrups									
Amygdala, Dulc.	30¢ 50		Acacia.	50								
Amygdala, Amaræ.	8 00¢ 8 25		Aurant Cortes.	50								
Anisi.	2 25¢ 2 31		Zingiber.	50								
Aurant Cortex.	2 25¢ 2 40		Ipecac.	50								
Bergamit.	85¢ 90		Ferri Iod.	50								
Caliput.	35¢ 65		Rhei Arom.	50								
Cedra.	2 75		Smilax Officialis.	50								
Chenopadii.	1 80¢ 1 90		Senega.	50								
Cinnamoni.	45¢ 50		Seilla.	50								
Citronella.	45¢ 50											

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GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE.		CLOTHES LINES.*		ONE CENT COUPON		Fish.		HERBS.		SAL SODA.	
Aurora.....	55	Cotton, 40 ft. per doz.....	1 00		Universal Grade. 50 books, any denom..... 1 50 100 books, any denom..... 2 50 500 books, any denom..... 11 50 1,000 books, any denom..... 20 00 Superior Grade. 50 books, any denom..... 1 50 100 books, any denom..... 2 50 500 books, any denom..... 11 50 1,000 books, any denom..... 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books..... 1 00 50 books..... 2 00 100 books..... 3 00 250 books..... 6 25 500 books..... 10 00 1,000 books..... 17 50 Credit Checks. 500, any one denom..... 3 00 1,000, any one denom..... 5 00 2,000, any one denom..... 7 50 Steel punch..... 75 DRIED FRUITS—DOMESTIC Apples. Sundried..... 5 50 Evaporated 50 lb boxes..... 8 50 California Fruits. Apricots..... 7 1/2 @ 8 1/4 Blackberries..... 7 1/2 @ 8 1/4 Nectarines..... 8 @ 7 1/2 Peaches..... 8 @ 8 1/2 Pears..... 8 @ 7 1/2 Pitted Cherries..... 8 @ 7 1/2 Prunelles..... 8 @ 7 1/2 Raspberries..... 8 @ 7 1/2 California Prunes. 100-120 25 lb boxes..... 2 3/4 90-100 25 lb boxes..... 2 1/4 80-90 25 lb boxes..... 2 1/4 70-80 25 lb boxes..... 2 1/4 60-70 25 lb boxes..... 2 1/4 50-60 25 lb boxes..... 2 1/4 40-50 25 lb boxes..... 2 1/4 30-40 25 lb boxes..... 2 1/4 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown..... 1 60 London Layers 4 Crown..... 2 00 Dehesias..... 3 1/2 Loose Muscatels 2 Crown..... 3 1/2 Loose Muscatels 3 Crown..... 5 Loose Muscatels 4 Crown..... 6	Sage.....	15	Granulated, bbls.....	75		
Castor Oil.....	60	Cotton, 50 ft. per doz.....	1 20			Cod.....	15	Grated, 100 lb cases.....	90		
Diamond.....	50	Cotton, 60 ft. per doz.....	1 40			Georges cured.....	2 50	Lump, bbls.....	75		
Frazer's.....	75	Cotton, 70 ft. per doz.....	1 60			Georges genuine.....	5 50	Lump, 145 lb kegs.....	85		
IXL Golden, tin boxes.....	75	Cotton, 80 ft. per doz.....	1 80	Georges selected.....	6 00						
Nica, tin boxes.....	75	June, 30 ft. per doz.....	80	Strips or bricks.....	6 00						
Paragon.....	55	June, 72 ft. per doz.....	95								
BAKING POWDER.		COCOA SHELLS.									
Absolute.....	45	20 lb bags.....	2 1/2								
1/2 lb cans doz.....	85	Less quantity.....	4								
1 lb cans doz.....	1 50	Pound packages.....	4								
Acme.		CREAM TARTAR.									
1/2 lb cans 3 doz.....	45	5 and 10 lb. wooden boxes.....	30-35								
1/2 lb cans 3 doz.....	75										
1 lb cans 1 doz.....	1 00										
Bulk.....	10										
El Purity.											
1/2 lb cans per doz.....	75										
1/2 lb cans per doz.....	1 20										
1 lb cans per doz.....	2 00										
Home.											
1/2 lb cans 4 doz case.....	35										
1/2 lb cans 4 doz case.....	55										
1 lb cans 2 doz case.....	90										
JAXON											
1/2 lb cans, 4 doz case.....	45										
1/2 lb cans, 4 doz case.....	85										
1 lb cans, 2 doz case.....	1 60										
Jersey Cream.											
1 lb. cans, per doz.....	2 00										
9 oz. cans, per doz.....	1 25										
6 oz. cans, per doz.....	85										
Our Leader.											
1/2 lb cans.....	45										
1 lb cans.....	1 50										
Peerless.											
1 lb. cans.....	85										
BATH BRICK.											
American.....	70										
English.....	80										
BLUING.											
CONDENSED PEARL BLUING											
1 doz. pasteboard Boxes.....	40										
3 doz. wooden boxes.....	1 20										
BROOMS.											
No. 1 Carpet.....	1 90										
No. 2 Carpet.....	1 75										
No. 3 Carpet.....	1 50										
No. 4 Carpet.....	1 15										
Parlor Gem.....	2 00										
Common Whisk.....	80										
Fancy Whisk.....	80										
Warehouse.....	2 25										
CANDLES.											
8s.....	7										
16s.....	7										
Paraffine.....	8										
CANNED GOODS.											
Manitowoc Peas.											
Lakeside Marrowfat.....	95										
Lakeside E. J.....	1 15										
Lakeside, Cham. of Eng.....	1 20										
Lakeside, Gem. Ex. Sifted.....	1 45										
Extra Sifted Early June.....	1 75										
CATSUP.											
Columbia, pints.....	2 00										
Columbia, 1/2 pints.....	1 25										
CHEESE											
Acme.....	@ 11 1/4										
Amboy.....	@ 11 1/4										
Bayon.....	@ 12 1/4										
Elsie.....	@ 12 1/4										
Gem.....	@ 12 1/4										
Gold Medal.....	@ 11 1/2										
Herkimer.....	@ 11										
Ideal.....	@ 11 1/4										
Jersey.....	@ 12										
Lenawee.....	@ 11										
Riverside.....	@ 12 1/2										
Springdale.....	@ 11 1/2										
Sparta.....	@ 11										
Brick.....	@ 10										
Edam.....	@ 7 1/2										
Leiden.....	@ 18										
Limbarger.....	@ 10										
Pineapple.....	43 @ 85										
Sap Sago.....	@ 17										
Chicory.											
Bulk.....	5										
Red.....	7										
CHOCOLATE.											
Walter Baker & Co.'s.											
German Sweet.....	23										
Premium.....	34										
Breakfast Cocoa.....	45										

STARCH.



Kingsford's Corn.
40 1-lb packages..... 6
20 1-lb packages..... 6 1/2

Kingsford's Silver Gloss.
40 1-lb packages..... 6 1/2
6-lb boxes..... 7

Diamond.

64 10c packages..... 5 00
128 5c packages..... 5 00
32 10c and 64 5c packages..... 5 00

Common Corn.

20 1-lb packages..... 4 1/2
40 1-lb packages..... 4 1/2
20 1-lb boxes..... 4
40 1-lb boxes..... 3 1/2

Common Gloss.

1-lb packages..... 4 1/2
3-lb packages..... 4 1/2
6-lb packages..... 4 1/2
40 and 50 lb boxes..... 3
Barrels..... 2 1/2

STOVE POLISH.



No. 4, 3 doz in case, gross.. 4 50
No. 6, 3 doz in case, gross.. 7 20

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer add the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino..... 5 63
Cut Leaf..... 5 63
Crushed..... 5 63
Cubes..... 5 31
Powdered..... 5 31
XXXX Powdered..... 5 38
Granulated in bbls...... 5 13
Granulated in bags..... 5 13
Fine Granulated..... 5 13
Extra Fine Granulated..... 5 25
Extra Coarse Granulated..... 5 25
Mould A..... 5 28
Diamond Confec. A..... 5 13
Confec. Standard A..... 5 00
No. 1..... 4 75
No. 2..... 4 75
No. 3..... 4 69
No. 4..... 4 63
No. 5..... 4 50
No. 6..... 4 44
No. 7..... 4 38
No. 8..... 4 31
No. 9..... 4 25
No. 10..... 4 19
No. 11..... 4 13
No. 12..... 4 06
No. 13..... 4 00
No. 14..... 3 94
No. 15..... 3 88
No. 16..... 3 81

SYRUPS.

Corn.
Barrels..... 16
Half bbls..... 18

Pure Cane.

Fair..... 16
Good..... 20
Choice..... 25

TABLE SAUCES.

Lea & Perrin's, large..... 4 75
Lea & Perrin's, small..... 2 75
Halford, large..... 3 75
Halford small..... 3 25
Salad Dressing, large..... 4 55
Salad Dressing, small..... 2 65

TOBACCOS.

Cigars.
Clark-Jewell-Well's Co.'s brand.
New Brick..... 33 00
H. & P. Drug Co.'s brand.
Quintette..... 35 00
G. J. Johnson Cigar Co.'s brand.



S. C. W..... 33 00
H. Van Tongeren's Brand.
Star Green..... 35 00

VINEGAR.

Malt White Wine..... 7
Pure Cider..... 8

Washing Powder.



00 12 oz pkgs..... 3 50

WICKING.

No. 0, per gross..... 25
No. 1, per gross..... 30
No. 2, per gross..... 40
No. 3, per gross..... 75

Fish and Oysters

Fresh Fish.
Whitefish..... 8
Trout..... 8
Black Bass..... 12
Halibut..... 15
Clasoes or Herring..... 4
Bluefish..... 10
Live Lobster..... 18
Boiled Lobster..... 20
Cod..... 10
Haddock..... 8
No. 1 Pickerel..... 8
Pike..... 7
Smoked White..... 9
Red Snapper..... 12
Cold River Salmon..... 12 1/2
Mackerel..... 18

Oysters in Cans.
F. H. Counts..... 35
F. J. D. Selects..... 27
Selects..... 22
F. J. D. Standards..... 20
Anchors..... 18
Standards..... 16
Favorites..... 14

Oysters in Bulk
F. H. Counts..... 1 75
Extra Selects..... 1 50
Selects..... 1 25
Anchor Standards..... 1 10
Standards..... 1 00
Clams..... 1 25

Shell Goods.
Oysters, per 100..... 1 25 @ 1 50
Clams, per 100..... 1 00 @ 1 00

Hides and Pelts.

Perkins & Hess pay as follows:
Hides.
Green..... 7 @ 8
Part cured..... 8 @ 8 1/2
Full Cured..... 8 1/2 @ 9 1/2
Dry..... 9 @ 11
Kips, green..... 7 @ 8
Kips, cured..... 8 1/2 @ 9 1/2
Calfskins, green..... 7 1/2 @ 9
Calfskins, cured..... 9 @ 10 1/2
Deaconskins..... 25 @ 30

Pelts.
Shearlings..... 50 @ 30
Lambs..... 40 @ 1 10
Old Wool..... 60 @ 1 25

Furs.
Mink..... 50 @ 1 30
Coon..... 30 @ 1 00
Skunk..... 50 @ 1 00
Muskrats, fall..... 15 @ 12
Muskrats, spring..... 15 @ 18
Muskrats, winter..... 12 @ 16
Red Fox..... 1 25 @ 1 50
Gray Fox..... 40 @ 70
Cross Fox..... 2 50 @ 5 00
Badger..... 20 @ 60
Cat, Wild..... 15 @ 40
Cat, House..... 10 @ 20
Fisher..... 3 50 @ 7 00
Lynx..... 1 00 @ 2 00
Martin, Dark..... 1 50 @ 3 00
Martin, Yellow..... 75 @ 1 50
Otter..... 5 00 @ 9 00
Wolf..... 75 @ 1 50
Bear..... 7 00 @ 15 00
Beaver..... 2 00 @ 6 00
Beaver Castors..... 8 @ 00
Opussom..... 5 @ 15
Deerskin, dry, per lb..... 15 @ 25
Deerskin, gr'n, per lb..... 10 @ 15

Wool.
Washed..... 14 @ 23
Unwashed..... 17 @ 17

Miscellaneous.
Tallow..... 2 1/2 @ 3 1/2
Grease Butter..... 1 @ 2
Switches..... 1 1/2 @ 2
Ginseng..... @ 3 00

Candies.

Stick Candy.

Standard..... 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 8
Cut Leaf..... 6 @ 8 1/2

Jumbo, 32 lb..... @ 8
Extra H. H..... @ 8 1/2
Boston Cream..... @ 8 1/2

Mixed Candy.

Competition..... @ 6
Standard..... @ 7
Conserve..... @ 7 1/2
Royal..... @ 7 1/2
Ribbon..... @ 8
Broken..... @ 8 1/2
Cut Leaf..... @ 8 1/2
English Rock..... @ 8
Kindergarten..... @ 8 1/2
French Cream..... @ 8 1/2
Dandy Pan..... @ 10
Valley Cream..... @ 12

Fancy-In Bulk.

Lozenges, plain..... @ 8 1/2
Lozenges, printed..... @ 8 1/2
Choc. Drops..... 10 @ 11
Choc. Monumentals..... @ 11
Gum Drops..... @ 6
Moss Drops..... @ 8
Sour Drops..... @ 8 1/2
Imperial..... @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops..... @ 50
Sour Drops..... @ 50
Peppermint Drops..... @ 60
Chocolate Drops..... @ 60
H. M. Choc. Drops..... @ 75
Gum Drops..... @ 30
Licorice Drops..... @ 75
A. B. Licorice Drops..... @ 50
Lozenges, plain..... @ 50
Lozenges, printed..... @ 50
Imperial..... @ 50
Mottoes..... @ 55
Cream Bar..... @ 50
Molasses Bar..... @ 50
Hand Made Creams..... 80 @ 1 00
Plain Creams..... 60 @ 90
Decorated Creams..... @ 90
String Rock..... @ 90
Burnt Almonds..... 1 25 @ 90
Wintergreen Berries..... @ 90

Caramels.
No. 1 wrapped, 2 lb. boxes..... @ 30
No. 1 wrapped, 3 lb. boxes..... @ 45
No. 2 wrapped, 2 lb. boxes..... @ 45

Fruits.

Oranges.
Mexicans 150 175-200..... @ 3 00
Cal. Seedlings..... @ 4 65
Fancy Navel 112..... @ 2 75
126 to 216..... @ 3 00
Choice..... @

Lemons.
Strictly choice 300s..... @ 3 25
Strictly choice 300s..... @ 3 25
Fancy 300s..... @ 3 50
Ex. Fancy 300s..... @ 4 00

Bananas.
Medium bunches..... 1 25 @ 1 50
Large bunches..... 1 75 @ 2 00

Foreign Dried Fruits.
Figs.
Choice, 10 lb boxes..... @ 10
Extra choice, 14 lb boxes..... @ 12
Fancy, 12 lb boxes..... @ 14
Imperial Mikados, 18 lb boxes..... @ 14
Puffed, 6 lb boxes..... @ 13
Naturals, in bags..... @ 6

Dates.
Fards in 10 lb boxes..... @ 8
Fards in 60 lb cases..... @ 6
Persians, G. M's..... @ 5 1/2
16 lb cases, new..... @ 6
Sals, 60 lb cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 12
Almonds, Ivaca..... @ 11
Almonds, G. California, soft shelled..... @ 13
Brazil new..... @ 9
Filberts..... @ 10
Walnuts, Grenoble..... @ 12
Walnuts, Calif No. 1..... @ 10
Walnuts, soft shelled Calif..... @ 9
Table Nuts, fancy..... @ 10
Table Nuts, choice..... @ 9
Pecans, Med..... @ 8
Pecans, Ex. Large..... @ 10
Pecans, Jumbos..... @ 12
Hickory Nuts per bu., Ohio, new..... @ 1 60
Cocoanuts, full sacks..... @ 1 50

Peanuts.
Fancy, H. P., Suns..... @ 6 1/2
Fancy, H. P., Flags..... @ 6 1/2
Choice, H. P., Extras..... @ 4
Choice, H. P., Extras, Roasted..... 5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.
Patents..... 5 50
Second Patent..... 5 00
Straight..... 4 80
Clear..... 4 40
Graham..... 4 75
Buckwheat..... 3 50
Rye..... 3 00
Subject to usual cash discount.

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.



Pillsbury's Best 1/2s..... 5 55
Pillsbury's Best 1/4s..... 5 55
Pillsbury's Best 1/8s..... 5 45
Pillsbury's Best 1/16s paper..... 5 45
Pillsbury's Best 1/32s paper..... 5 45

Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s..... 5 50
Grand Republic, 1/4s..... 5 40
Grand Republic, 1/8s..... 5 30

Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s..... 5 50
Gold Medal 1/4s..... 5 40
Gold Medal 1/8s..... 5 30
Parisian, 1/2s..... 5 50
Parisian, 1/4s..... 5 40
Parisian, 1/8s..... 5 30

Olney & Judson's Brand.
Ceresota, 1/2s..... 5 75
Ceresota, 1/4s..... 5 65
Ceresota, 1/8s..... 5 55

Worden Grocer Co.'s Brand.
Laurel, 1/2s..... 5 60
Laurel, 1/4s..... 5 50
Laurel, 1/8s..... 5 40

Meal.

Bolton..... 1 75
Granulated..... 2 00

Feed and Millstuffs.

St. Car Feed, screened..... 14 00
No. 1 Corn and Oats..... 13 00
Unbolted Corn Meal..... 12 50
Winter Wheat Bran..... 14 00
Winter Wheat Middlings..... 15 00
Screenings..... 12 00

New Corn.

Car lots..... 31 1/2
Less than car lots..... 33

Oats.

Car lots..... 27
Carlots, clipped..... 29
Less than car lots..... 32

Hay.

No. 1 Timothy carlots..... 9 00
No. 1 Timothy, ton lots..... 10 00

Fresh Meats.

Beef.

Carcass..... 5 1/2 @ 7
Fore quarters..... 5 @ 6
Hind quarters..... 7 @ 9
Loins No. 3..... 9 @ 12
Ribs..... 8 @ 12
Rounds..... 6 1/2 @ 7 1/2
Chucks..... 4 @ 5
Plates..... @ 3

Pork.

Dressed..... @ 4 1/2
Loins..... @ 7
Shoulders..... @ 5 1/2
Leaf Lard..... 5 1/2 @ 6

Mutton.

Carcass..... 6 @ 7
Spring Lambs..... 8 @ 9

Veal.

Carcass..... 7 @ 8

Oils.

Barrels.

Eocene..... @ 11 1/2
XXX W.W. Mich. Hdt..... @ 8 1/2
W W Michigan..... @ 8
Diamond White..... @ 7
D. S. Gas..... @ 8
Deo. Naptha..... @ 7 1/2
Cylinder..... @ 36
Engine..... @ 21
Black, winter..... @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 10 25
Back..... 11 00
Clear back..... 10 50
Short cut..... 10 25
Pig..... 14 00
Bean..... 8 50
Family..... 10 00

Dry Salt Meats.

Bellies..... 5 1/2
Briskets..... 5 1/2
Extra shorts..... 5 1/2

Smoked Meats.

Hams, 12 lb average..... 9
Hams, 14 lb average..... 8 1/2
Hams, 16 lb average..... 8 1/2
Hams, 20 lb average..... 7 1/2
Ham dried beef..... 13
Shoulders (N. Y. cut)..... 6
Bacon, clear..... @ 8
California hams..... 5 1/2
Boneless hams..... 8 1/2
Cooked ham..... 11

Lards. In Tierces.

Compound..... 4
Kettle..... 5 1/2
55 lb Tubs..... advance
80 lb Tubs..... advance
50 lb Tins..... advance
20 lb Pails..... advance
10 lb Pails..... advance
5 lb Pails..... advance
3 lb Pails..... advance

Sausages.

Bologna..... 5
Liver..... 6 1/2
Frankfort..... 7
Pork..... 6 1/2
Blood..... 6
Tongue..... 6
Head cheese..... 9

Beef.

Extra Mess..... 9 00
Boneless..... 12 25
Rump..... 12 50

Pigs' Feet.

Kits, 15 lbs..... 80
1/2 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 80

Tripe.

Kits, 15 lbs..... 75
1/2 bbls, 40 lbs..... 1 40
1/2 bbls, 80 lbs..... 2 75

Casings.

Pork..... 16
Beef rounds..... 4
Beef middles..... 10
Sheep..... 60

Butterine.

Rolls, dairy..... 10
Solid, dairy..... 9 1/2
Rolls, creamery..... 14
Solid, creamery..... 13 1/2

Canned Meats.

Corned beef, 2 lb..... 2 10
Corned beef, 14 lb..... 14 00
Roast beef, 2 lb..... 2 10
Potted ham, 1/2s..... 80
Potted ham, 1/4s..... 1 00
Deviled ham, 1/2s..... 1 00
Potted tongue 1/2s..... 60
Potted tongue 1/4s..... 1 00

Crackers.

The N. Y. Biscuit Co. quotes as follows:

Butter.

Seymour XXX, 3 lb. carton..... 6 1/2
Family XXX..... 6
Family XXX, 3 lb. carton..... 6 1/2
Salted XXX..... 6
Salted XXX, 3 lb. carton..... 6 1/2

Soda.

Soda XXX..... 7 1/2
Soda XXX, 3 lb. carton..... 7
Soda, City..... 8
Zephyrette..... 10
Long Island Wafers..... 12
L. I. Wafers, 1 lb. carton..... 12

Oyster.

Square Oyster, XXX..... 6
Sq. Oys. XXX, 1 lb. carton..... 7
Farina Oyster, XXX..... 6

SWEET GOODS-Boxes.

Animals..... 10 1/2
Bent's Cold Water..... 13 1/2
Belle Rose..... 8
Cocoanut Taffy..... 9 1/2
Coffee Cakes..... 9
Frosted Honey..... 12 1/2
Graham Crackers..... 8
Ginger Snaps, XXX round..... 7
Ginger Snaps, XXX city..... 7
Gin. Snps. XXX home made..... 7
Gin. Snps. XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8
Jumles, Honey..... 11 1/2
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 9
Pretzettes, Little German..... 7
Sugar Cake..... 8
Sultanas..... 12 1/2
Sears' Lunch..... 8
Vanilla Square..... 8 1/2
Vanilla Wafers..... 14
Pecan Wafers..... 15 1/2
Mixed Wafers..... 10 1/2
Cream Jumbles..... 12
Boston Ginger Nuts..... 8 1/2
Chimmie Fadden..... 10
Pineapple Glace..... 16
Penny Cakes..... 8 1/2
Marshmallow Walnuts..... 16
Belle Isle Picnic..... 11

Crockery and Glassware.

AKRON STONWARE.

Butters.

1/2 gal., per doz..... 50
1 to 6 gal., per gal..... 5 1/2
8 gal., per gal..... 6 1/2
10 gal., per gal..... 6 1/2
12 gal., per gal..... 6 1/2
15 gal. meat-tubs, per gal..... 8
20 gal. meat-tubs, per gal..... 8
25 gal. meat-tubs, per gal..... 10
30 gal. meat-tubs, per gal..... 10

Churns.

2 to 6 gal., per gal..... 5 1/2
Churn Dashers, per doz..... 85

Milkpans.

1/2 gal. flat or rd. bot., doz..... 60
1 gal. flat or rd. bot., each..... 5 1/2

Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz..... 65
1 gal. flat or rd. bot., each..... 5 1/2

Stewpans.

1/2 gal. fireproof, bail, doz..... 85
1 gal. fireproof, bail, doz..... 1 10

Jugs.

1/2 gal., per doz..... 40
1/2 gal., per doz..... 50
1 to 5 gal., per gal..... 6 1/2

Tomato Jugs.

1/2 gal., per doz..... 70
1 gal., each..... 7
Corks for 1/2 gal., per doz..... 20
Corks for 1 gal., per doz..... 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz..... 75
1 gal., stone cover, doz..... 1 00

Sealing Wax.

5 lbs. in package, per lb..... 2

LAMP BURNERS.

No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 80
Climax..... 1 50

LAMP CHIMNEYS-Common.

Per box of 6 doz.

No. 0 Sun..... 1 75
No. 1 Sun..... 1 88
No. 2 Sun..... 2 70

First Quality.

No. 0 Sun, crimp top, wrapped and labeled..... 2 10
No. 1 Sun, crimp top, wrapped and labeled..... 2 25
No. 2 Sun, crimp top, wrapped and labeled..... 3 25

XXX Flint.

No. 0 Sun, crimp top, wrapped and labeled..... 2 55
No. 1 Sun, crimp top, wrapped and labeled..... 2 75
No. 2 Sun, crimp top, wrapped and labeled..... 3 75

CHIMNEYS-Pearl Top.

No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4 70
No. 2 Hinge, wrapped and labeled..... 4 88
No. 2 Sun, "Small Bulb," for Globe Lamps..... 80

La Bastie.

No. 1 Sun, plain bulb, per doz..... 1 25
No. 2 Sun, plain bulb, per doz..... 1 50
No. 1 Crimp, per doz..... 1 35
No. 2 Crimp, per doz..... 1 60

Rochester.

No. 1, Lime (55c doz)..... 3 50
No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 70

Electric.

No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 40

OIL CANS.

Doz.

1 gal tin cans with spout..... 1 25
1 gal galv iron with spout..... 1 65
2 gal galv iron with spout..... 2 87
3 gal galv iron with spout..... 3 50
5 gal galv iron with spout..... 4 75
3 gal galv iron with faucet..... 5 25
5 gal galv iron with faucet..... 5 00
5 gal galv iron Nacefas..... 9 00

Pump Cans.

Hardware

The Hardware Market.

General trade for January has been of rather a fluctuating nature, largely dependent in many localities upon the condition of the weather, but the feeling among the retail trade, in a general way, is very satisfactory. If the present run of sleighing, which now seems quite general over the State of Michigan, continues, a large increase in business is expected to take place during the coming month of February. We find that, in talking with dealers quite generally, the trade for January, 1898, has been better and more satisfactory than the trade for the corresponding month of 1897. Very little change has taken place in prices, as manufacturers have not seemed disposed to make any advances or declines, as there were no causes warranting them to take any action in the matter.

Wire Nails—The projected consolidation of all wire and nail mills is still hanging fire, and it is believed by those who are conversant with the progress of the negotiation that it is only a question of time before it will be consummated. It is impossible at the present time to find any manufacturer who will accept orders beyond the month of February, they feeling that the consolidation will be an accomplished fact by March 1. Should there be any delay beyond that time, it is believed that prices will remain where they are at present and that there will be no change as long as the proceedings are in progress. Jobbers are quoting in carload lots for shipment up to March 1, \$1.45 at mill, and while a lower price is heard in some sections of the country, it is impossible for anyone to get anything tangible whereby a lower price can be made. It is believed that nails at the present price are a good purchase and dealers who are able to buy and pay for their goods are making no mistake in having their wants covered.

Barbed Wire—The barbed and plain wire markets remain in the same condition governing wire nail market, as the proposed consolidation takes in all these classes of mills and they will be affected in same proportion that wire nails are. Orders are being entered for painted barbed at \$1.50 and galvanized at \$1.80. No. 9 plain wire at \$1.25 and No. 9 galvanized at \$1.55, with usual advances for smaller sizes.

Shovels and Spades—Shovels and the spade market continue in substantially the same condition as for some time, the manufacturers having it under excellent control. Jobbers at the present time are maintaining the prices established by manufacturers, and unless some outside competition comes into the market that is quite formidable, it is not believed that any change will be made during the spring.

Cordage—The rope market remains in about the same condition as in our last report. Business is regarded as fair for the season, with encouraging prospects for the future.

Window Glass—New lists are being used by manufacturers and while they are much higher than the former list, the discount is greater. Commencing February 1, glass jobbers have agreed to adopt the new list, the discount being 85 to 85 and 5 per cent., according to quantity wanted.

Building Paper—Owing to the advance in prices which is being paid for old rags and other material going

into the manufacture of building paper generally, tar felt has advanced 30c per cwt. Plain and tar board have also advanced about 10c per cwt. Jobbers at the present time are asking for tar felt, \$1.75@1.60 per cwt., according to quantity wanted; plain board, \$1.05 and tar board, \$1.15. These prices are subject to change without notice and those who are conversant with the inside say there is no probability of any lower prices being made this spring.

Is It the Best Way?

From Hardware.

Judging by the action taken by the National Board of Trade of Cycle Manufacturers for this year in denying to the dealers the usual Annual Cycle Show, it is evident that the local dealers especially are not satisfied with the trend of affairs that is noticeable in cycle matters at the present time, with reduced commissions and less help from general advertising.

It strikes an observer as very peculiar that a concentration of advertising publicity to a few channels is being attempted by the makers, recognizing as they do that publicity is expensive and more economical methods must prevail when lower list prices are promulgated and made indispensable and that in addition to this they should also omit the one great advertising feature of the trade so popular when the possible margin of profit was much greater—that of the grand cycle show which, lasting a week, always succeeded in entertaining and stimulating buyers to a number running into hundreds of thousands.

The dealers realize that, without the adventitious aid of modern advertising methods, it will be difficult to dispose of a sufficient number of cycles to reap a remunerative business; and they argue that the leading makers doubtless wish to avoid the big show which is so apt to make equally prominent the product of some smaller dealer, whose advertising expenditure may be larger in proportion than his output would encourage.

There are two horns to this dilemma, and one should be sufficient to cause more than the customary anxiety.

In the absence of the advertising show it would seem indispensable that other forms of exploiting should become essential in order to keep the riders in touch with the dealers distributing the product. The fact, as stated, that excessive advertising in the columns of so many cycle journals has been found irksome, expensive and unproductive of results should not form a reason why the agents should be deprived of the assistance of more reasonable publicity being given, or why the manufacturers should deprive themselves of the natural opportunity to create the agents who are so necessary for the proper distribution of an annually increasing production.

When one reflects how essential it is this season to call proper attention to the many new devices now before the riders of the country, the important changes in construction adopted by many makers, in order to make a more economically constructed wheel; with driving gears of an unfamiliar kind, intended to supersede styles of propulsion upon the excellence of which every rider considers himself an expert; with a degree of perplexity and uncertainty surrounding the industry for this year in excess of any previous time, a cycle show would have been a great and important step to take, in the way of informing the would-be buyer, one in which only the great possibilities of a combination of exhibitors can, in a single week, impart six months of instruction and desirable information.

The indications are that, in the absence of an annual cycle show, the importance of which was essentially the one prominent motive underlying this cycle organization, it is just possible that the National Board of Trade will eventually disintegrate. The apathy manifested in its movements by some of the manufacturers formerly so prominent would indicate this, and that a number of separate organizations whose interests would be identical, covering the individual component lines of sad-

dles, sundries, lanterns, bells, etc., would eventually spring into existence to take its place. It is altogether likely that before another season comes around, it being too late to attempt it this year, an organization will be perfected that will comprise in its membership every local dealer handling bicycles. This organization, if perfected, will develop a power that will make future seasons prove more profitable than either of the past few seasons the trade has experienced.

Another Enemy Made.

From the Yale Expositor.

On one of his trips from Emmet to Yale, Lewis Bow was driving home with his empty oil wagon in a heavy rain. As he neared a farmhouse he heard a shout and looking out saw a man running toward the road swinging his arms wildly. Lew never stopped the swinging trot of his horses, but called out, "What do you want?" "I want a gallon of oil, sure." "Can't let you have it." "I'll take five gallons." "Nope." "To hill wid yer Sthandard oil company," and another victim of the oil trust went in out of the rain.

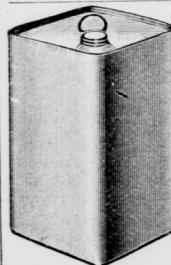
The value of the eggs imported into the United Kingdom last year aggregated the enormous sum of \$21,783,995.

Metal Checks for Credit Customers.

The accounting department of John Wanamaker's New York store has just adopted a new system of checks or "coins" for the convenience of customers with whom they open accounts. In these large establishments it is customary to refer every request for goods to be charged to the credit department before the order is booked, but Mr. Wanamaker now issues to each of his customers a metal check with a number, and on presentation of this, when making purchases, the order will be booked and passed through without delaying the customer. Before the goods are delivered and billed the number given is, of course, compared with the record to see that there is no mistake.

The great problem in these large department stores is to facilitate the work of waiting upon customers, and any system which will accomplish this is of material benefit to the shopkeeper as well as for the convenience of his customers.

It is said that Speaker Reed will not allow any more speeches to be printed in the Congressional Record that have not been actually delivered in the House. It will be seen that even an absolute czar can occasionally rise to the full measure of a popular reformer.



SYRUP CANS

Round and Square

Sap Pails and Sap Pans

Write for prices,

Wm. Brummeler & Sons, Manufacturers,
Grand Rapids, Mich.

Factory and Salesrooms 260 S. Ionia St.

The Problem Can Be Solved

After you have solved this problem, mail the solution to us with an order for some of our goods. We will make the prices so low that you cannot afford to get along without them.

Remember we are headquarters for **Building Papers, Tarred Felt, Tarred Paper, Coal Tar, Roofing Pitch, Rosin, Roof Paints and Ruberoid Ready Roofing** for use instead of shingles.

Cor. Louis & Campau Sts.
Grand Rapids, Mich.

H. M. Reynolds & Son.

Wire Nails

Barb Wire

Plain and Galvanized Wire

Enter your order now for
spring shipments and save
the advance.

Foster, Stevens & Co.,

Wholesale Hardware,
Grand Rapids, Mich.

SPREADING OUT.

Unusual Activity in Telephone Circles in Western Michigan.

Kalamazoo, Feb. 1.—There is great activity in the independent telephone movement in this city and section of Michigan these days, which will result in important benefit to the business interests of Kalamazoo and of Western Michigan especially. Readers of the Tradesman are aware that the Kalamazoo Telephone Co. was bought a short time ago by local capitalists who have formed a new corporation, the Kalamazoo Mutual Telephone Co., which is rebuilding the entire plant and enlarging it greatly. This company now has about 140 signatures on its stock list—no one has been allowed to take more than \$200 of stock thus far—and includes in that list very many of the most successful and prominent citizens of the town. Under the new management a new switchboard of 600 drops has been installed—bought from the manufacturers who furnished the Grand Rapids and Muskegon systems—and all the old phones are to be replaced by the same makers, the American Electric; about 350 have been so changed already. New poles, cables and wires are going in—the work is being pushed vigorously through the winter—and the service is rapidly improving. Nearly seventy-five phones have been added to the system already, since the new company took possession, and about as many more orders for service are on hand. Kalamazoo proposed to have a first-class, up-to-date independent telephone plant, and is getting it.

Kalamazoo capital, aided by representatives of other towns in Southwestern Michigan, is also developing a very superior toll-line system of independent telephones, and is setting thousands of poles and stringing hundreds of miles of copper and iron wire right through the winter. Grand Rapids has enjoyed one of these lines for about thirty days past, the new metallic which connects this city with that, and includes Plainwell, Martin, Shelbyville, Bradley, Wayland, Dorr, Moline and Carlisle between. At Plainwell there is an exchange of forty phones connected and at Wayland eleven. The rates for splendid service are but half, or even less than the Bell Co. charged. From Plainwell another line to Otsego, Watson's Corners, Kellogg and to Allegan, also straight metallic, will be finished to-night. At Otsego where there were eleven phones in the old exchange there are sixty in the new, with more than a dozen orders for service not yet supplied. At both Plainwell and Otsego the L. S. & M. S. Railroad throws out the Bell phone, and the old company will probably have a toll station only, hereafter. At Allegan the new exchange is giving excellent and very satisfactory service with 100 phones—the old company has a toll station only.

The same interests have brought what have been known as the Michigan Southern or Eldred lines from Kalamazoo, connecting with Vicksburg, Schoolcraft, Scotts, Pavilion, Climax, Fulton and Athens, about sixty-five miles of poles. This has been a grounded or single wire system. Work has already begun on making this a metallic system, and on an extension to Union City, where an exchange is building. The exchanges at Vicksburg, Schoolcraft and Athens are to be put in first-class condition and enlarged. It is but about a dozen miles from Union City to Coldwater.

The poles are set as far as Niles on the toll line intended to connect Kalamazoo with Michigan City and the independent system in Northwestern Indiana. The iron metallic, No. 10 wire to Lawton and Paw Paw was opened the night of Jan. 28 and proved a signal success. Paw Paw people were surprised and delighted when they found how easily they could talk with friends in Kalamazoo, Grand Rapids and other points. There are toll stations in Oshkosh and Mattawan, and exchanges are building in Lawton and Paw Paw, which will probably have thirty and seventy-five phones, respectively. Line-

men began yesterday stringing the copper metallic on these same poles and within the next three weeks service will begin at Decatur, Glenwood, Dowagiac, Pokagon, Niles, Buchanan and Cassopolis in that direction, with extensions west of there as fast as they can be reached.

From Paw Paw crews of men are now at work getting the poles for a straight copper metallic system to reach Lawrence, Hartford, Bangor and South Haven, Watervliet, Benton Harbor and St. Joseph. This line will be ready for business by the 20th, and will open important and valuable connections for Kalamazoo, Grand Rapids and other towns in Western Michigan.

There are successful independent exchanges in South Bend, Lagrange, Fort Wayne and other Northern Indiana towns; and these are now connected with a large system of toll lines reaching well south and east into Ohio. The Kalamazoo men propose, within less than sixty days, to make copper metallic connections with these. Niles and South Bend are but eleven miles apart. The arrangements are practically perfected now for a line to cross from Decatur to Marcellus, to Three Rivers and Sturgis and thence to Lagrange; the line now built from Sturgis to Lagrange will be made into copper metallic. And from Sturgis another line to Coldwater will be built in the near future. A study of the map of this region will show that other towns like Constantine, Three Oaks, New Buffalo, Centerville and Mendon will not be left in the cold long.

A crew of men began yesterday building a toll line from Kalamazoo to Augusta and Richland in Northern Kalamazoo county. The latter town is on direct route through an excellent region for independent service to Hastings, and from there lines might go well, in several directions.

Augusta is near the Kalamazoo-Calhoun county line. It may become the junction point for the systems of these two counties. The men who have organized the Calhoun county system, with an authorized capital of \$100,000, mean business. They are actively at work now and their chief exchange at Battle Creek will be in operation within three or four months. They have taken more than 500 five-year contracts for their system already, and in Battle Creek have all the present users of telephones but eight! They have considerably more than half their poles set in Battle Creek now and will build at once in Marshall and Albion, and will within a few months have smaller exchanges in Homer, Tekonsha, Ceresco, Morengo, and toll stations in every hamlet in their county. They expect a speedy connection with Jackson, and farther east; Ann Arbor now has a highly successful independent exchange, and is connected with Detroit.

The movement in Southwestern and Central Southern Michigan is in the hands of prominent, successful, aggressive business men who are enlisting the co-operation of hundreds of their fellow-citizens. They are building up-to-date metallic systems with long-distance apparatus. They have heard much about Grand Rapids' system, and propose to excel even its enviable record. That an abundant success awaits them seems certain, and Grand Rapids, already connected with the system, and soon to have more pairs of wires, copper, with which to reach these neighbors, will certainly rejoice with them, and be glad when they improve on the good example set them.

The sowing of the American cotton in the trans-Caucasus and the Central Asian provinces is annually assuming more extensive proportions. In the trans-Caspian district there are now over 100,000 acres under American cotton.

It is only twenty years since Stanley solved the mystery of the Congo River. To-day fifty-five steamers ply on its waters, half of them belonging to the Congo State, the others to foreign companies.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	25&5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	1 65
Steel nails, base.....	1 75
Wire nails, base.....	Base
20 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	50
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	\$2 50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	\$2 50
Bench, first quality.....	\$2 50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 1/2
Kip's.....	dis 25
Verkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS.
 Stamped Tin Ware.....new list 75&10
 Japanned Tin Ware.....20&10
 Granite Iron Ware.....new list 40&10

HOLLOW WARE
 Pots.....60&1
 Kettles.....60&10
 Spiders.....60&10

HINGES
 Gate, Clark's, 1, 2, 3.....dis 60&10
 State.....per doz. net 2 50

WIRE GOODS
 Bright.....80
 Screw Eyes.....80
 Hook's.....80
 Gate Hooks and Eyes.....80

LEVELS
 Stanley Rule and Level Co.'s.....dis 70

ROPES
 Sisal, 1/4 inch and larger.....6
 Manila.....8

SQUARES
 Steel and Iron.....
 Try and Bevels.....
 Mitre.....

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$2 70	\$2 40
Nos. 15 to 17.....	2 70	2 40
Nos. 18 to 21.....	2 80	2 45
Nos. 22 to 24.....	3 00	2 55
Nos. 25 to 26.....	3 10	2 65
No. 27.....	3 20	2 75

 All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER
 List acct. 19, '86.....dis 50

SASH WEIGHTS
 Solid Eyes.....per ton 20 00

TRAPS
 Steel, Game.....60&10
 Oneida Community, Newhouse's.....50
 Oneida Community, Hawley & Norton's 70&10
 Mouse, choker.....per doz 15
 Mouse, delusion.....per doz 1 25

WIRE
 Bright Market.....75
 Annealed Market.....75
 Coppered Market.....70&10
 Tinned Market.....62 1/2
 Coppered Spring Steel.....50
 Barbed Fence, galvanized.....2 15
 Barbed Fence, painted.....1 85

HORSE NAILS
 Au Sable.....dis 40&10
 Putnam.....dis 5
 Northwestern.....dis 10&10

WRENCHES
 Baxter's Adjustable, nicked.....30
 Coe's Genuine.....50
 Coe's Patent Agricultural, wrought.....80
 Coe's Patent, malleable.....80

MISCELLANEOUS
 Bird Cages.....50
 Pumps, Clister.....80
 Screws, New List.....85
 Casters, Bed and Plate.....50&10&10
 Dampers, American.....50

METALS—Zinc
 600 pound casks.....6 1/2
 Per pound.....6 1/2

SOLDER
 1/2 1/2.....12 1/2
 The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade
 10x14 IC, Charcoal.....\$ 5 75
 14x20 IC, Charcoal.....5 75
 20x14 IC, Charcoal.....7 00
 Each additional X on this grade, \$1.25.

TIN—Allaway Grade
 10x14 IC, Charcoal.....5 00
 14x20 IC, Charcoal.....5 00
 10x14 IC, Charcoal.....6 00
 14x20 IC, Charcoal.....6 00
 Each additional X on this grade, \$1.50.

ROOFING PLATES
 14x20 IC, Charcoal, Dean.....5 00
 14x20 IC, Charcoal, Dean.....6 00
 14x20 IC, Charcoal, Dean.....10 00
 14x20 IC, Charcoal, Allaway Grade.....4 50
 20x28 IC, Charcoal, Allaway Grade.....5 50
 20x28 IC, Charcoal, Allaway Grade.....9 00
 20x28 IC, Charcoal, Allaway Grade.....11 00

BOILER SIZE TIN PLATE
 14x56 IX, for No. 8 Boilers, per pound... 9
 14x56 IX, for No. 9 Boilers, per pound... 9



**Tradesman
Itemized
Ledgers**

Size, 8 1/2 x 14—3 columns.

2 quires, 160 pages.....\$2 00
 3 quires, 240 pages.....2 50
 4 quires, 320 pages.....3 00
 5 quires, 400 pages.....3 50
 6 quires, 480 pages.....4 00

INVOICE RECORD or BILL BOOK.
 So double pages, registers 2, SSo invoices.....\$2 00

**TRADESMAN COMPANY,
GRAND RAPIDS, MICH.**

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 29.—The general run of the coffee market here during the week has been quiet. Jobbers generally report orders of small character, and as to invoice business, there is none. Some jobbers say they have had a good trade, but the exception only proves the rule. Prices, however, are steady, owing to the fact that at primary points they are even higher than here, and rates from Europe are cabled as strong. The market for futures was quite active and advanced about five points. Rio No. 7 is held at 6½¢. The total supply here and afloat is still above the million mark, being 1,080,082 bags, against 606,169 bags at the same time last year. Mild coffees are steady and without change in quotations. It is asserted that the retail coffee trade in this country has become demoralized; that profits have vanished, and that the sale of package coffee is about all the retailer can hope for. These cheap grades are of the very poorest sort of stuff and contain a large percentage of trash sent from Europe—even such stuff as is unfit for the poorest classes there.

There is a steady, if somewhat slow, improvement in teas and dealers generally feel encouraged. The quality is steadily growing better and, with this point in its favor, we may some day look for an increase in the consumption of tea per capita. There is little doing at the auction sales except in a routine way.

Refined sugar is steady and without change. The demand has been very light and consists of orders indicating that only enough is taken to keep up assortments. Granulated is listed at 5½¢. Raw sugars are quiet and refiners bid but 4¢ for 96 deg. centrifugal, which bid is refused.

The spice market has taken on a degree of activity not looked for. Prices all around are firmly adhered to and an advance has taken place on pepper and cloves; in fact, the advance has been sufficient to limit trade somewhat, although jobbers generally report active movement.

With a much smaller supply in sight than last year, the molasses market is very firm indeed. So far the receipts have been reported from New Orleans as less by 28,000 barrels of centrifugal than last season and 40,000 less of open kettle. While rates are well held, the demand is not above the average and there is great room for improvement in some directions. Syrups are in fair request at about former figures, prime to fancy sugar syrup being held at 16¢@22¢.

The canned goods business is fair. Preparations for handling next season's crop are taking the time of brokers and "futures" are rather more in evidence at the moment than spot stock. Prices are well held, but no further advance has been made. No 3 Jersey tomatoes are worth from \$1.02½@1.10.

Rice dealers generally report fair trade, although hardly what was hoped for at the opening of the year. There is no reason for "tired feelings," however, and as the season advances we shall likely see a much firmer market.

In dried fruits, currants are firm, and this is also true of raisins, which have been in very good demand, especially for seedless. Currants are worth 6½¢@6¾¢ in barrels, which is almost double the price of a year ago. Cleaned in bulk, 7¼¢@8¢. Evaporated apples are worth 9¢@9½¢.

Lemons are in better demand, choice Sicily 300s selling at \$2.50@3.50. Oranges are firm. A good deal of frosted fruit has been seen here during the week and buyers are very cautious. Florida pineapples are scarce and are selling at high figures—from \$4@5 per crate. Apples are scarce, Kings commanding \$3@4.25; Spys, \$2.50@3.50; Greenings, \$3@4.

Few transactions have taken place in beans. The demand seems to have sagged off for all sorts. Some choice marrows have been quoted at \$1.32½@1.35, but do not move rapidly. Choice

medium, \$1.15. Choice pea, \$1.12½.

The butter market for the past week has been gathering strength and it is rather hard to pick up fancy Western creamery at 20¢, although this still remains the official quotation. Receivers generally have cleaned up their stocks quite closely and the immediate outlook is for a firm market. First and seconds are worth 16¢@16½¢. Creamery from cold storage is hard to dispose of above 18¢. Fresh factory is dull. Roll butter is not wanted. The market today may be rated about as follows for Western: Extra creamery, 20¢; firsts, 18¢@19¢, the latter the extreme; seconds, 16¢@17¢; fancy imitation creamery, 16¢@17¢; do. firsts, 14¢@15¢; do. seconds, 13¢@13½¢; June factory, extra, 13¢@14¢; do. fresh extras, 14¢; choice roll butter, 13¢.

The cheese market presents few interesting features. The demand is slow and altogether the outlook is not very encouraging. Small size State is worth, for full cream, 9¢@9½¢; large size, 8¢@8½¢. For grades not up to mark the market is very dull and prices fall off rapidly.

The colder weather will very likely cause a decrease in the receipts of eggs, which, for a few days, had begun to show some enlargement. Western firsts are quotable at 19¢@20¢, although one sale was reported on the Exchange at a fraction lower. Stocks cannot be very large in storage and such goods are moving at 15¢. Fair to good Western, 18¢@18½¢. The receipts Friday aggregated 4,338 cases.

New Bermuda potatoes are worth from \$4@6.50 per barrel. For old stock, Western are held at \$2@2.25 per barrel.

The Old, Old Story.

Adrian, Feb. 1.—At a meeting of the Adrian Grocers' Association, held last evening, the following officers were elected for the ensuing year:

President—A. C. Clark.
Vice-President—Geo. A. Nuhfer.
Second Vice-President—W. A. Smith.
Treasurer—Wm. C. Koehn.

Our plans are to adopt some heroic method, with a view to getting our members to turn out to the meetings. We have pleasant rooms and money in the treasury, but the members do not seem to turn out, so we are going to have banquets after the regular meetings, thinking that will have a tendency to call the members together.

E. F. CLEVELAND, Sec'y.

The failure of the Wayland Manufacturing & Mercantile Co. appears to be one of the most complete fiascos ever witnessed in Michigan. Although the indebtedness of the secured creditors amounted to \$6,500 and the stock inventoried \$4,000, the stock was so badly broken that only \$1,600 was realized from the sale of the stock and fixtures—\$750 prior to the auction sale and \$850, which was the amount bid for the stock by A. B. Bosman, of Holland. Inasmuch as Brown & Adams were made first creditors to the extent of \$320, Chas. E. Sherwin \$270 and B. Van Anrooy \$370—all for alleged personal and labor claims—it will be noted that, after the payment of these sums and the costs and expenses of the Peninsular Trust Co., there will be only a few hundred dollars to apply on A. B. Bosman's preferred claim for \$1,500, while the merchandise creditors will not get a penny. On the face of it the failure looks like a gigantic swindle; and it is understood that a firm of local attorneys are considering the matter of instituting criminal proceedings, with a view to ascertaining whether a couple of men can defraud their creditors in this manner without running up against the teeth of the law. The Tradesman is in possession of some inside information concerning both persons to the alleged conspiracy which it is unable to divulge at this time, but it will probably become public property in the course of a few weeks.

Jackson Jottings.

B. F. Youngs has purchased the stock of groceries and fixtures of G. A. Chisholm, at 921 East Main street, and will continue the business at the same location. It is understood that Mr. Chisholm will go to Fort Wayne, Ind., and open a grocery.

Winfield Heyser, A. M. Walker and Walter Heyser have purchased the lumber yard of E. L. Peek on North Mechanic street and will continue the business. The ground occupied by this plant was used for many years by Mr. Heyser, the father of the Messrs. Heyser named above, as a lumber yard and sash, door and blind factory, which was moved on account of inability to secure reasonable terms from the owner of the ground and the offer of a good location on better terms.

F. G. Adler and others have purchased the Woodville brick yard and will put it in operation as soon as the weather will permit, under the style of the Adler Brick Co.

Durand Business Men in Line.

Durand, Jan. 31.—The business men of the city have held a meeting to further consider the matter of organizing an association for promoting the commercial interests of the city. After talking over matters, it was decided to organize a Business Men's Association, and the following officers were elected:

President—O. H. Obert.
Vice-President—H. Hutchinson.
Secretary—M. L. Izor.
Treasurer—J. M. Fitch.

The meeting was a very enthusiastic one, and the members start out with the determination to boom Durand until she shall take her place among the more important cities of the State. It is expected every man in business in the city will unite with the Association.

Sault Ste. Marie.—The members of the Soo Yukon Mining and Developing Co. will set out for Seattle in a few days. A boat to ply the Yukon is being built at Seattle. A schooner has been chartered to transport the men from Seattle to the mouth of the Yukon. The date of sailing will be April 1. The Yukon boat looks something like an old Mississippi River steamboat, with a large wheel behind. Being flat bottomed, it will not draw much water. The members have been buying goods for some time to take along, and when they are ready to go they will be well equipped with \$15,000 worth of merchandise and a well-assorted crew. Capt. Jay Hursley, one of the best-known men on the Lakes, is one of the originators. The remainder of the crew consist of carpenters, blacksmiths, engineers, machinists, a doctor and a preacher, and a few common hustlers known in this part of the country as business men. There will be few companies in Alaska next year better equipped than the Soo crowd.

Flint.—The first of several threatened suits against Flint business men for the recovery of royalty on a cash carrier which is claimed to be an infringement, has been instituted in the United States Court at Bay City by the Consolidated Store Service Co., of Boston, against George W. Hubbard, the hardware merchant of this city. The commencement of the suit has aroused the other merchants concerned to an appreciation of the situation that confronts them, and there is talk of forming a compact to mutually contest the suit and make of it a test case. The cash carrier which is claimed to be an infringement on a patent vested in the Boston concern was placed upon the market a few years ago by the Utility Manufacturing Co., of Saginaw.

In the orange fields of New Zealand the crop has been known to net as high as \$1,000 an acre.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE, CHEAP FOR CASH—120 ACRE farm, good soil, excellent fruit; buildings first-class. Would take as part pay \$2,500 stock of groceries or hardware. Address Lock Box 627, Buchanan, Mich. 495

FOR SALE—THREE STORE BUILDINGS (all well rented), fine modern residence, two vacant lots and 80 acre farm near prosperous city, in exchange for stock of merchandise. Address Thos Skelton Coldwater, Mich. 493

GOOD OPENING IN THE COPPER COUNTRY. On account of family reasons I am compelled to retire from the mercantile business, and I therefore offer my general stock for sale at a bargain. For further particulars call on or address T. Willis, Jr., Agt., 210 5th st., Red Jacket, Mich. 486

FOR SALE—STORE BUILDING AND dwelling combined, located at Levering, Emmet County. Excellent location for general store. Will sell cheap for cash. A. M. LeBaron, 339 Crescent Ave., Grand Rapids. 488

WANTED—POSITION BY REGISTERED pharmacist with five years' experience in city and country. References. Address No. 487, care Michigan Tradesman. 487

DRUG STOCK FOR SALE—BUSINESS LAST four years about \$7,000 per year. No cut prices. Correspondence or inspection solicited. Address Lock Box 25, Charlevoix, Mich. 484

WANTED—HOME FOR TWO BRIGHT, healthy twin boys, 5 years old on Jan. 28, whose parents are unable to care for them because of misfortune. Cannot consent to separate them. Also home wanted for another boy 7 years old on March 8, who is healthy and good-natured. Address promptly, Noah Rice, 320 Ninth st., West, Flint, Mich. 490

WANTED—BOOKS TO KEEP AND AC- counts to audit out of business hours by an expert book-keeper who has full charge of the financial department of one of the largest manufacturing establishments in the city. Address No. 491, care Michigan Tradesman. 491

BANK WANTED—IN A PROSPEROUS VIL- lage situated in the midst of a fine farming country—one of the best shipping points on the railroad. The export business of the village amounts to \$75,000 annually. The town has a good start and is bound to grow. Bank with capital of at least \$10,000 is desired. Address Bank, care Michigan Tradesman. 492

TO EXCHANGE—DOUBLE FLAT HOUSE in Grand Rapids for stock of dry goods; property worth \$5,000. Address Lock Box 157, Grand Rapids, Mich. 482

FOR SALE AT A SACRIFICE—STOCK OF boots and shoes, invoicing about \$1,200. Address Wm. H. Gardner, Greenville, Mich. 480

FOR SALE, CHEAP FOR CASH—52 ACRE farm with orchard and buildings, one mile from Chio; or can use as a bazaar, book or stationery stock as part or whole payment. F. J. Kelsey, Saginaw, E. S., Mich. 478

WANT ALL KINDS OF GRAIN IN CAR lots. Name price or ask for bids. Rhodes Co., Grain Brokers, Granger, Ind. 479

A CHANCE TO SPECULATE—A COMPLETE carriage factory, with all necessary machinery, carriage materials, complete vehicles and an established trade, for sale for less than half its value. Mason Carriage Co., Mason, Mich. 470

WANTED TO BUY—A STOCK OF BOOTS and shoes and turn in as part payment a well-located piece of Grand Rapids real estate. Stock must not be less than \$2,000 nor more than \$5,000. Address Shoes, care Michigan Tradesman. 475

FOR SALE—100 lb. new Dayton scale at 50 cents on the dollar. Address Groceryman, care Michigan Tradesman. 473

FOR SALE—OLD-ESTABLISHED MEAT business, located at 253 Jefferson avenue. Smoke house and all modern conveniences. Present owner soon leaves city. Enquire on premises. 464

I HAVE A PARTY WANTING GROCERY OR general stock. Must be a bargain. I have buyers for any line of merchandise. W. H. Gilbert, 109 Ottawa St., Grand Rapids. 440

FOR SALE—IN ONE OF THE BEST BUSI- ness towns in Northern Michigan, my entire stock of groceries; only grocery store in Petoskey doing a strictly cash business. Good reasons for selling. For particulars write to J. Wellington & Co., Petoskey, Mich. 441

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT- ents. Cilley & Allgier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—THREE FIRST-CLASS, EXPE- rienced grocery salesmen for Michigan territory. Must be men now traveling for wholesale grocery houses; successful and hard workers. Address No. 494, care Michigan Tradesman. 494

BOOK-KEEPER—A YOUNG MAN WITH SEV- eral years' experience would like a situation as book-keeper and general hustler. Best of references furnished. Address 481, care Michigan Tradesman. 481

Travelers' Time Tables.

CHICAGO and West Michigan R'y Dec. 1, 1897.

Chicago.
Lv. G. Rapids..... 8:45am 1:25pm *11:30pm
Ar. Chicago..... 3:10pm 6:50pm 6:40am
Lv. Chicago..... 7:20am 5:15pm *11:30pm
Ar. G'd Rapids..... 1:25pm 10:35pm * 6:25am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western. Nov 21, 1897.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:20pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect October 3, 1897.)

Leave. EAST. Arrive.
* 6:45am.. Saginaw, Detroit and East.. + 9:55pm
*10:10am.. Detroit and East..... + 5:07pm
* 3:30pm.. Saginaw, Detroit and East.. +12:45pm
*10:45pm.. Detroit, East and Canada... * 6:35am
WEST
* 7:00am.. Gd. Haven and Int. Pts... *10:15pm
*12:53pm.. Gd. Haven and Intermediate.. + 3:22pm
* 5:12pm.. Gd. Haven Mil. and Chi... +10:05am
*10:00pm.. Gd. Haven and Mil.....
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

CANADIAN Pacific Railway.

EAST BOUND.

Lv. Detroit..... +11:45am *11:35pm
Ar. Toronto..... 8:30pm 8:15am
Ar. Montreal..... 7:20am 8:00pm

WEST BOUND.

Lv. Montreal..... 8:50am 9:00pm
Lv. Toronto..... 4:00pm 7:30am
Ar. Detroit..... 10:45pm 2:10pm
D. McNicoll, Pass. Traffic Mgr., Montreal.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

MINNEAPOLIS, St. Paul & Sault Ste. Marie Railway.

WEST BOUND.

Lv. Grand Rapids (G. R. & I.)..... +7:45am
Lv. Mackinaw City..... 4:20pm
Ar. Gladstone..... 9:50pm
Ar. St. Paul..... 8:45am
Ar. Minneapolis..... 9:30am

EAST BOUND.

Lv. Minneapolis..... +6:30pm
Ar. St. Paul..... 7:20pm
Ar. Gladstone..... 5:45am
Ar. Mackinaw City..... 11:00am
Ar. Grand Rapids..... 10:00pm
W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

GRAND Rapids & Indiana Railway Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... + 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... + 2:15pm + 6:35am
Cadillac..... + 5:25pm +11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 8:25pm
Ft. Wayne..... + 2:10pm + 2:00pm
Cincinnati..... * 7:00pm * 7:25am
7:10 a. m. train has parlor car to Cincinnati
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Muskegon Trains.

GOING WEST.

Lv. G'd Rapids..... +7:35am +1:00pm +5:40pm
Ar. Muskegon..... 9:00am 2:10pm 7:05pm

GOING EAST.

Lv. Muskegon..... +8:10am +11:45am +4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
+Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.

Lv. Grand Rapids (G. R. & I.) +11:10pm +7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:20pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

EAST BOUND.

Lv. Duluth..... +6:30pm
Ar. Nestoria..... +11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Photographs

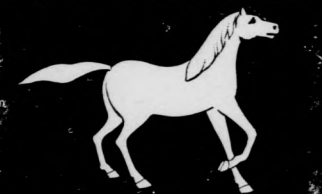
of
Samples, Display Cards, Etc.

It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice.

MERCHANTS

who have lost money trying to carry a stock of clothing should read this.

WHITE HORSE BRAND



This celebrated brand of
**Ready-to-Wear
Men's and Boys' Clothing**

is sold in every state and territory by our agents who furnish the desired sizes from our great warehouses.

We want more good agents in towns and cities where we are not now represented. Men's suits, \$4.00 to \$15.00; Boys' suits \$8.00 to \$10.00. Men's pants 75c to \$4.00. Complete outfit free. Write for particulars.

WHITE CITY TAILORS,
213 to 217 Adams Street, Chicago.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNEL]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,
GRAND RAPIDS, MICH.

Full works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

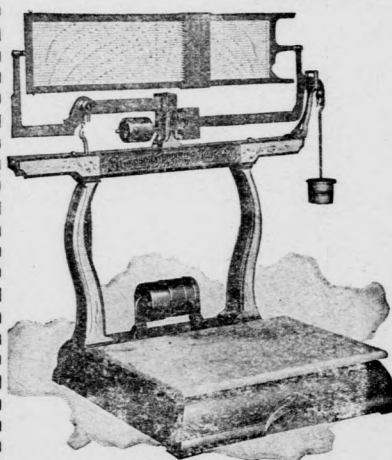
Highest Price Paid for Empty Carbon and Gasoline Barrels.

St. Johns, Mich., Jan. 2, '98.

STIMPSON COMPUTING SCALE CO.

Gentlemen: After using Dayton and Stimpson Computing Scales side by side on our counter, going on two years, we have no hesitancy in saying we consider the Stimpson superior to all others. Yours very truly,

ALDERTON MERCANTILE CO.



Stimpson
Computing
Scale
Co.

Elkhart, Ind.

Indianapolis, Ind., Dec. 29, 1897.

THE INDIANA RETAIL MERCHANTS' ASSOCIATION.

RESOLVED—That after careful consideration and in view of the practical knowledge of our members in the use of Scales, we recognize the Scales manufactured by The Computing Scale Company, of Dayton, Ohio, as being of material benefit to the retail grocers at large, for the following reasons:

- 1st. Their extreme accuracy.
- 2nd. They place a check on all goods weighed.
- 3rd. That we believe the dollar and cent, or "Money Weight" system, more convenient and safe than the pound and ounce system.
- 4th. They take the place of a living auditor, and prevent errors and mistakes.
- 5th. That they clean up a great leakage in the retail grocery business.

We believe it to be to the interest of all retail grocers to carefully investigate this system.

Therefore, the Secretary is hereby instructed to furnish a copy of these resolutions to our leading grocery journals for publication.



Indiana Retail Merchants Ass'n.

Per

J. Buddenhamer Pres.
W. M. Thomas Secy